

# THE AMERICAN ELEVATOR AND GRAIN TRADE

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VOL. XL 431 South Dearborn Street, Chicago, Ill., June 15, 1922 NO. 12

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TO BE AGGRESSIVE FOR YOU

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For your  
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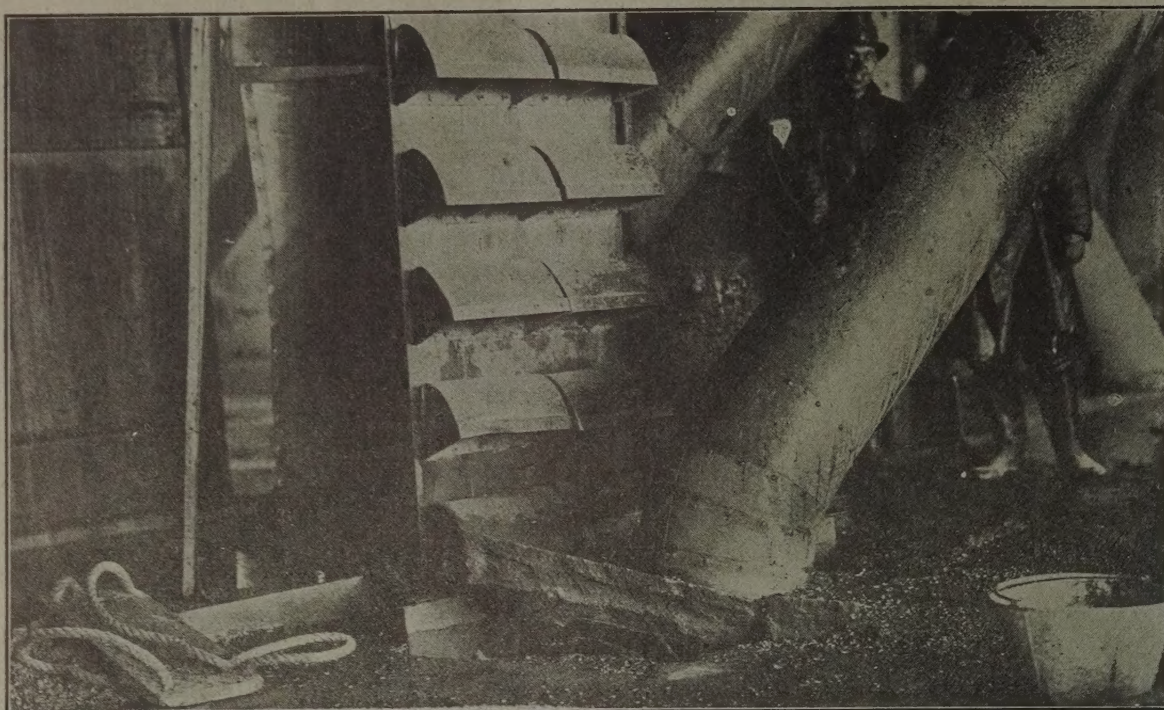
Hamilton's  
Levator Belting  
Is Good Belting

Write us for  
samples and prices

**HAMILTON RUBBER  
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118 So. Clinton Street, Chicago





## 488 Elevators Destroyed Last Year

How?

By explosion and by fire! And 12.65% of these losses were caused by friction—a faulty belt lets the buckets rub on the leg casing—worn fragments of a defective belt rub against surrounding equipment.

To eliminate the faults of belts and reduce this hazard to its minimum proportions the Goodrich organization through long study and experiment produced “LEGRAIN” and

“CARIGRAIN.” The fundamental thought in their development has been to build into them vitality and staying quality insuring flawless, uninterrupted and safe operation throughout a long life.

The operator looking for safety finds it in “LEGRAIN” and “CARIGRAIN,” and the elevator builder who stakes his reputation on the lasting qualities of the house he builds specifies these belts.

THE B. F. GOODRICH RUBBER COMPANY

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# Goodrich

*“Legrain” and “Carigrain”* BELTS



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LIKE  
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Shellers and Cleaners  
and  
Complete Elevator Equipments  
**RANKS FIRST**

Read customer's letter proving this statement

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St. Joseph—Big Four

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St. Joseph, Ill., Feb. 10, 1922.

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Drag Chains  
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Turn Heads  
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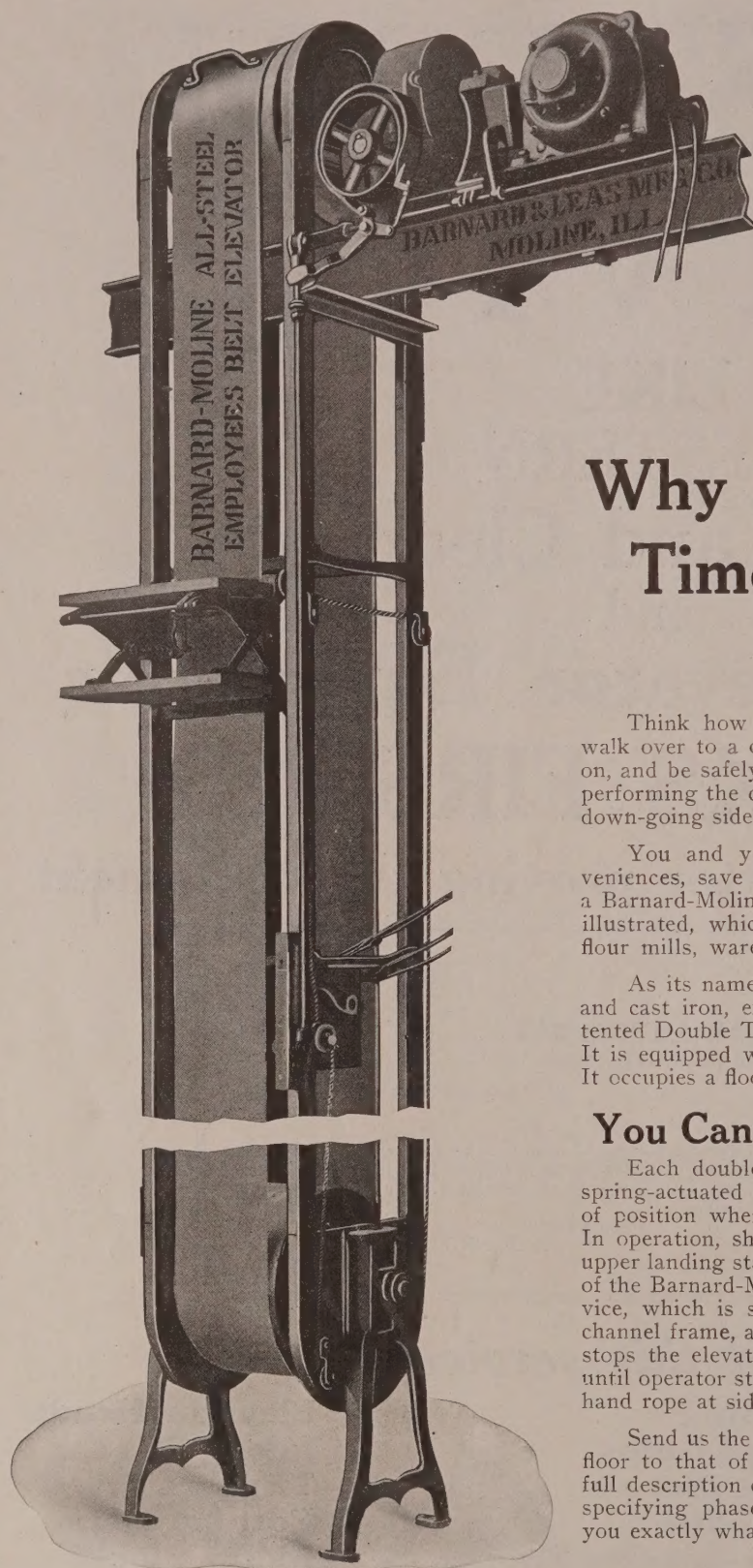
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YOU STILL

CLIMBING

STAIRS?

## Why Not Save Your Time, Health and Energy?

Think how pleasant and convenient it would be to walk over to a constantly moving passenger elevator, step on, and be safely elevated to the top floor and return, after performing the duties that necessitated your errand, on the down-going side, with practically no effort on your part.

You and your employees can enjoy just such conveniences, save time, and prolong your lives by installing a Barnard-Moline All Steel Employees' Belt Elevator, here illustrated, which is especially designed for use in large flour mills, warehouses, grain elevators, factories, etc.

As its name implies, it is constructed entirely of steel and cast iron, except the tops of the Barnard-Moline Patented Double Tread Steps, which are made of hard wood. It is equipped with either belt or motor drive, as desired. It occupies a floor space of only 30 by 70 inches.

### You Cannot "Go Over the Top"

Each double-tread step is equipped with a lever and spring-actuated trigger device that is thrown in and out of position when operator's weight is on or off the step. In operation, should an operator fail to alight at the last upper landing station, the trigger intercepts one of the parts of the Barnard-Moline Patented Automatic Safety Stop Device, which is securely fastened to one side of the steel channel frame, approximately 12 inches above the top floor, stops the elevator, and positively locks it in this position until operator steps off and starts it manually, by use of the hand rope at side of elevator.

Send us the total height, measured from level of lowest floor to that of the highest floor of your building, also a full description of the kind of electric current you will use, specifying phase and voltage of motor, and we will tell you exactly what it will cost, complete, ready to install.



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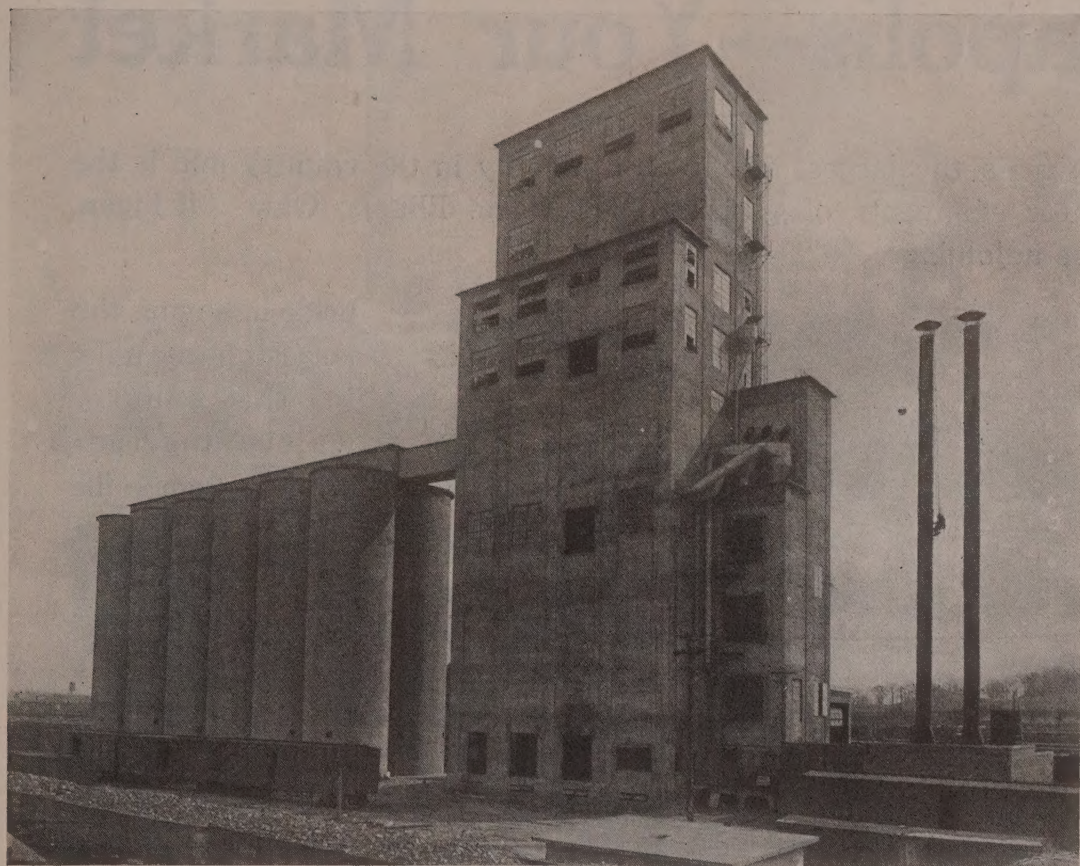
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THE BETTER KIND



NEW BURLINGTON ELEVATOR AT ST. JOSEPH, MO.

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Weller Made Machinery is made by men who know its application and the conditions under which it is to operate—it proves its merit because quality is built into it.

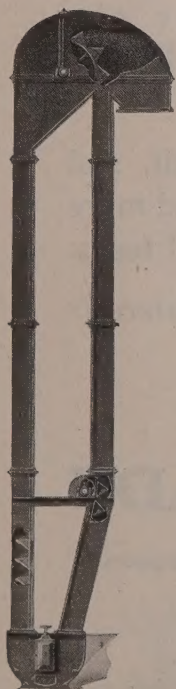
**Meets Severest Conditions**

Your investment in grain handling equipment will pay dividends only to the service it gives, so whether you have a large or small elevator you will save money by specifying for machinery that will last longest under the most severe conditions.

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Make yours pay—install

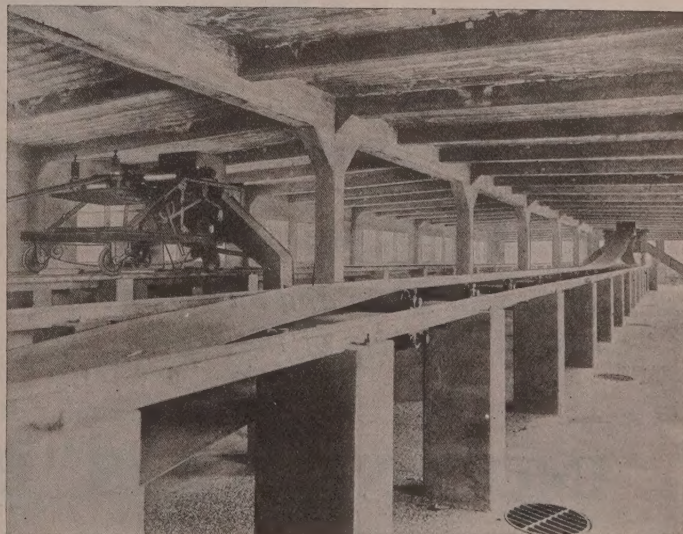
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Power Transmitting Machinery  
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WELLER BELT CONVEYORS AND TRIPPERS

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Your Contractor Will Be Glad to Install It.

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Its geographical location together with its railroads radiating to all sections of the country, makes it a logical outlet and distributing point to the East, South and Southeast.

These splendid railroad facilities assure quick handling of shipments with prompt returns on same.

Indianapolis also takes a natural



The Indianapolis Board of Trade

pride in having the largest corn mills in the country which, together with its flour mills and vast array of manufacturing industries, creates an exceedingly large local consumption of wheat, corn, oats, rye and hay annually.

This local and foreign demand makes for top prices on all shipments.

The market's adequate weighing facilities, its efficient inspection department, and increased elevator storage and drying equipment makes Indianapolis more and more important each season as a market for shippers and buyers of grain, hay and feeds.

*Route your grain and hay to any of the following firms, all devoted to your interests and all members of the*

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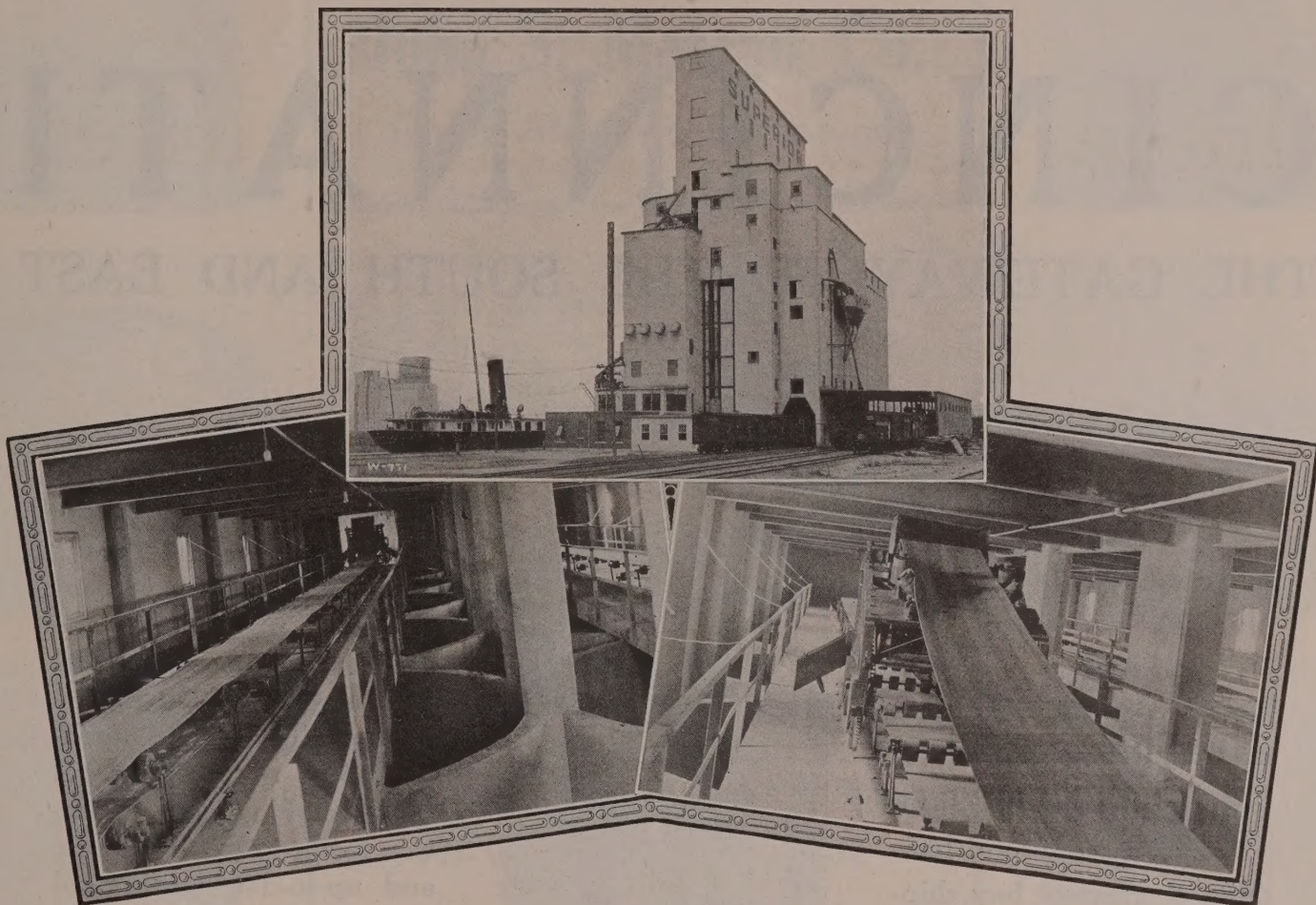
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Has reconsignment and transit privileges and other favorable points which insures most successful handling of grain or hay shipments.



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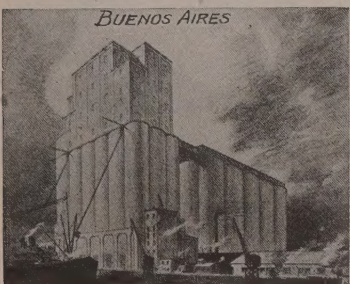
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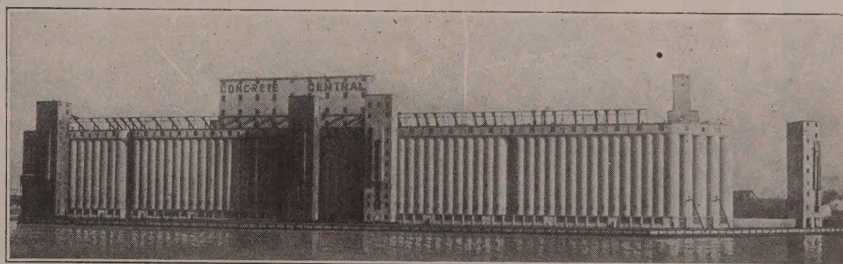


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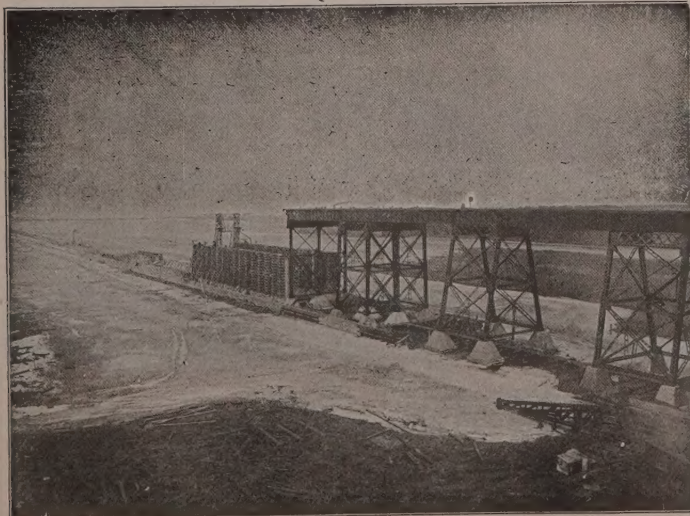
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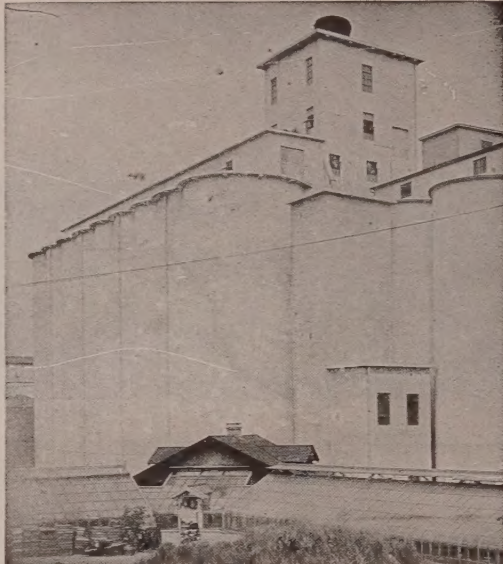
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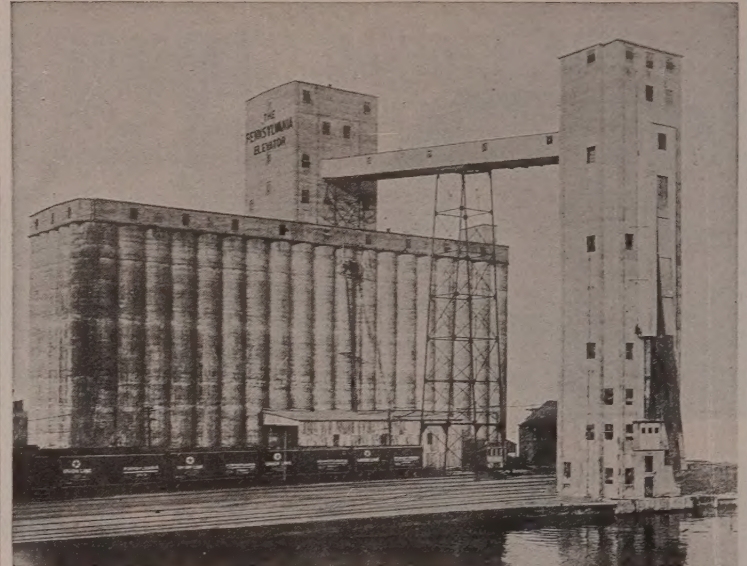
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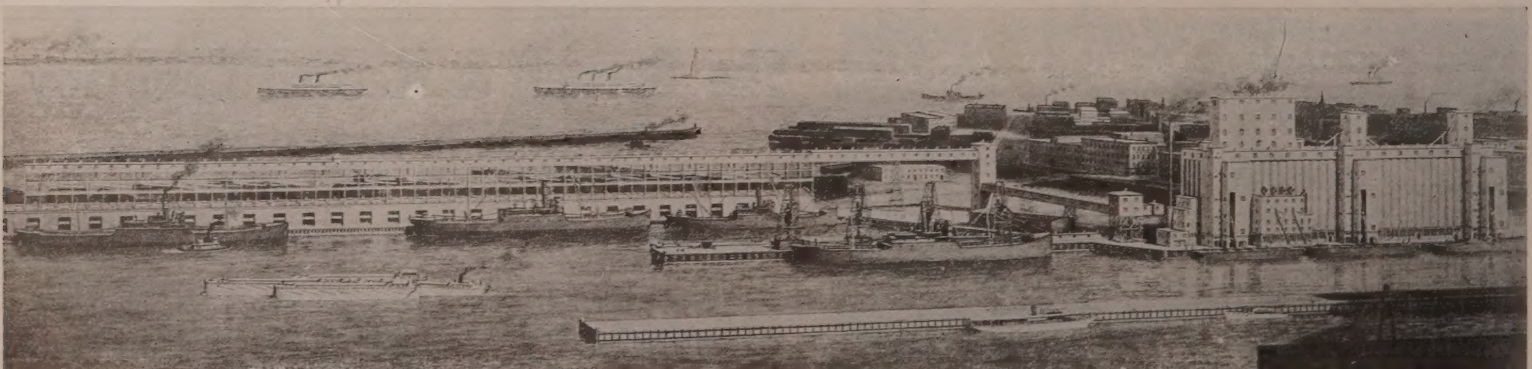
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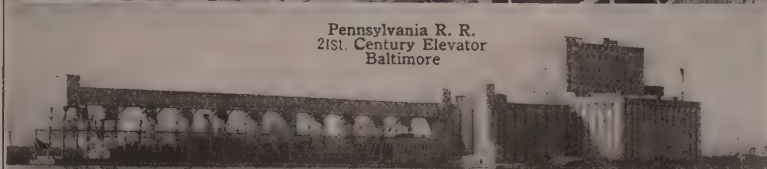
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*In all parts of the world*

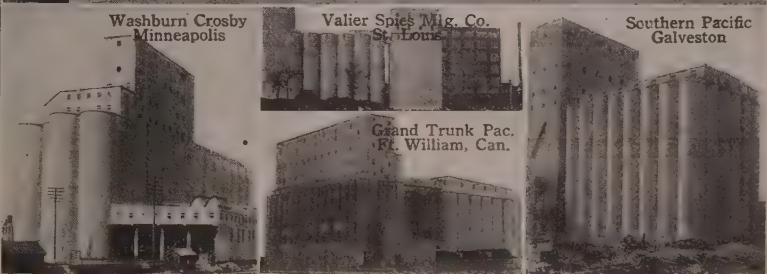
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You eliminate future costly changes and expensive annual repairs when you have our experienced Elevator Builders handle your work. And you will get a plant combining the maximum efficiency in operation at a lower cost than any other way.

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Write us for estimates and sketch plans which we furnish without charge.

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For Grain Cleaners  
ALL STEEL



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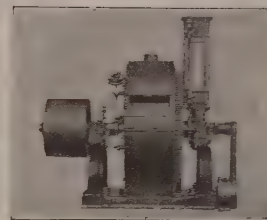
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Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

### The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof. Cheap—Modern—Profitable. Write now for particulars.

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## FOR PEARLING BARLEY PEPPER WHEAT

Use Triumph Pearlors if you want to produce pearled barley, or wheat, or pepper. They will turn out a product that cannot be beaten.

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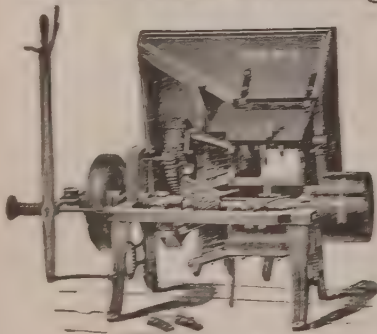
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(and Mill Feed Supplement)

COMPILED FOR USE OF

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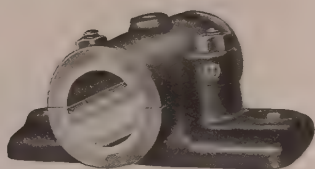
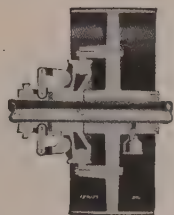
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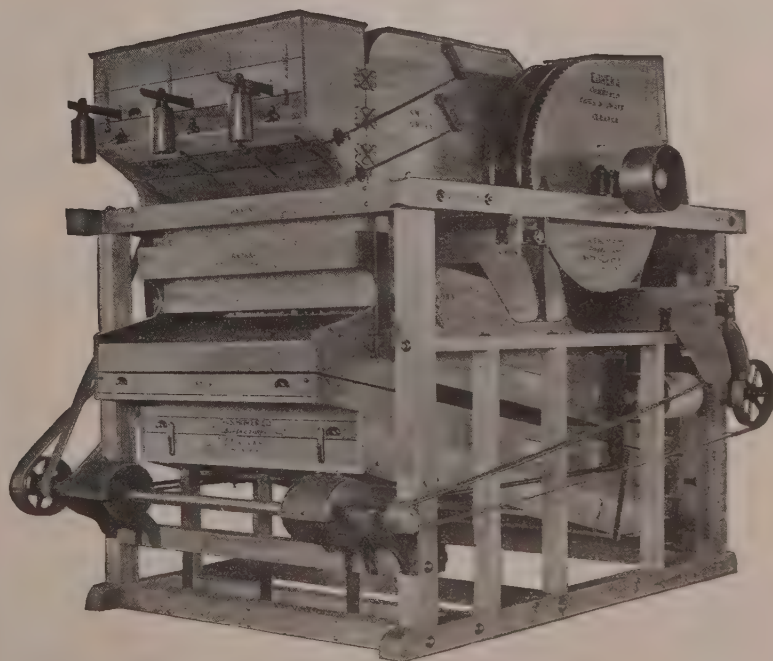
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COMPLETE EQUIPMENTS FOR GRAIN ELEVATORS  
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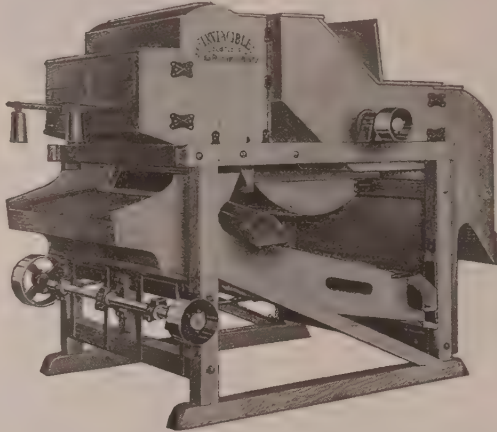
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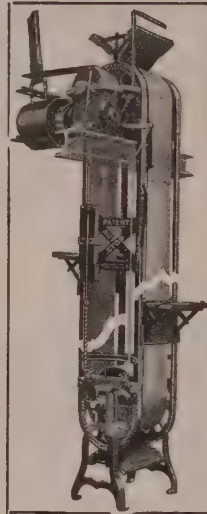
F. J. Murphy, 211 Postal Bldg., Kansas City, Mo.	C. Wilkinson, 6027 Chestnut St., Philadelphia, Pa.
H. C. Farvine, 111 East 5th St., Bristol, Tenn.	F. H. Morley, Webster Bldg., Chicago, Ill.
Bert Esley, P. O. Box 363, Fremont, Ohio.	Strong-Scott Mfg. Company, Minneapolis, Minn.
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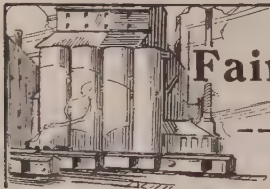
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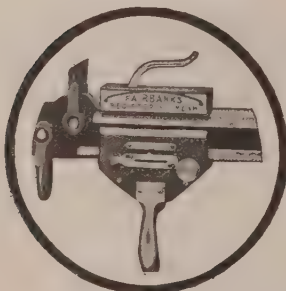
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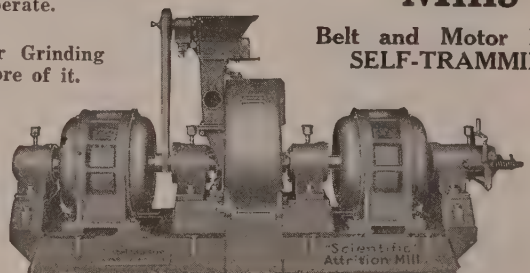
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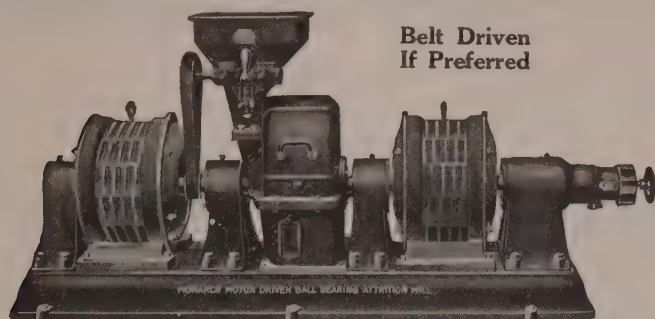
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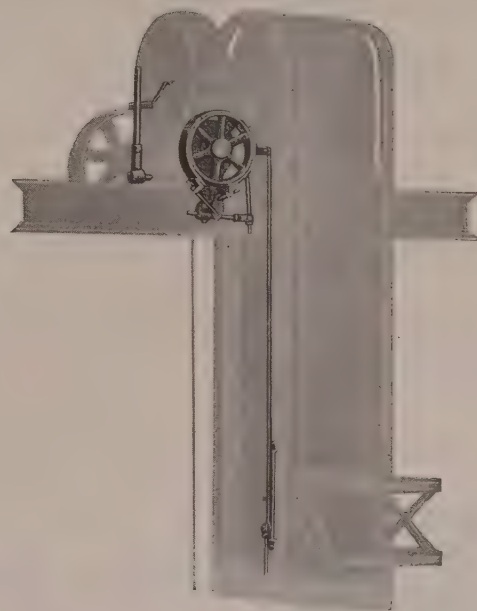
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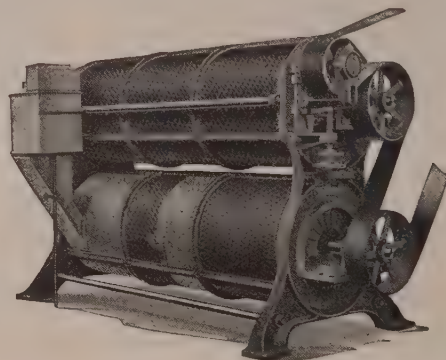
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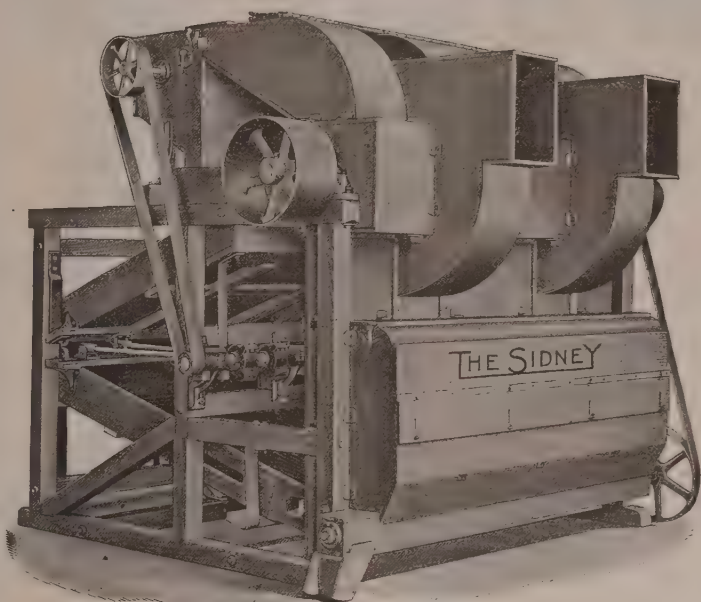
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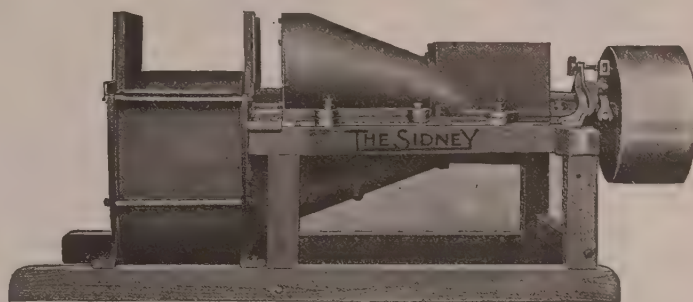
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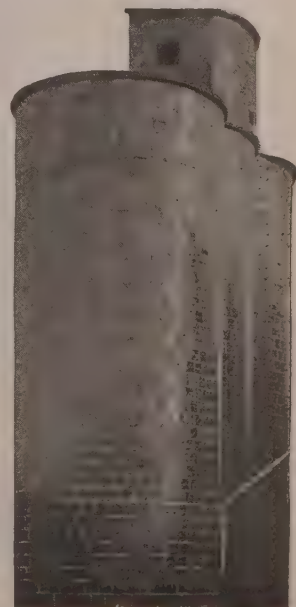
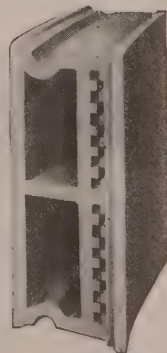
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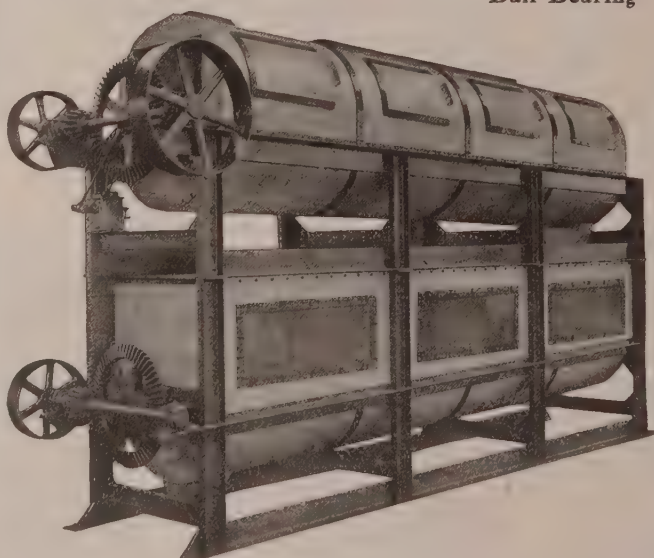
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## New Missouri Elevator Equipped for Service

Burlington Elevator at St. Joseph Installs Morse Chain Drives in the Key Positions of the Plant to Insure Uninterrupted Operation

IT WAS not many years ago that Missouri was the greatest milling state in the Union and was among the largest wheat producers. Much of the development of grain handling took place within its borders, and the elevator operators of the present day are among the most progressive. To be sure both in wheat production and in milling capacity several other states have passed Missouri, its next door neighbor, Kansas, being among them.

Western grain enters the flow of commerce eastward and southward, and so St. Joseph, Mo., receives a large share of the grain from the more prolific states. Its location on the western border of the state is second only to that of Kansas City in being in the direct line of the crop movement, and it also shares with Kansas City the distinction of being a large consumer of grain in its various plants, as well as a forwarder or transfer point.

The Burlington Railroad is fully alive to the importance of the grain traffic, and two years ago built an elevator at St. Joseph, with plans for an ultimate capacity of 3,000,000 bushels. Shortly after it began to operate, the head house of the elevator was destroyed by fire and it has just been completely rebuilt and again put in running order by the Burrell Engineering & Construction Company.

As a result of the years of experience in erecting and operating elevators, the Burlington Railroad construction engineers, under whose supervision the plans were prepared, insisted that the power transmission should be by Morse Silent Chain Drive. The reason for this particular specification is apparent to every elevator operator, for the success of a plant lies in its operation and not in its size or appearance or costly equipment. Power transmission is the key to elevator operation, and the first concern of the builder is to insure uninterrupted service. For this insurance the engineers turned to Morse Chain Drives.

This equipment is in keeping with the fine plan and construction of the new head house. It is of steel and concrete throughout, 43 feet 2 inches by 61 feet 2 inches on the ground plan and 168 feet high. On one side of the structure is a drier building 17 feet 7 inches by 26 feet 6 inches in size and 93 feet 6 inches high. An Ellis Drier of a capacity of 500 bushels per hour is installed, which will take care of all the grain that needs conditioning before shipment, or use in the local cereal and flour mills.

The plant is served by two tracks. Over the track nearest to the house is a steel and tile shed which completely shelters it; from this shed the roof projects to cover the second track

with a canopy at the loading spout so that here also, grain can be handled without danger of damage except under the most adverse weather conditions.

The track shed is equipped with a car puller of 12 cars' capacity, so located that it can pull on both tracks and put cars in position for loading or unloading. There are also two double Clark Automatic Power Shovels which can serve both receiving pits at the same time and unload a car in a very short space of time.

There are two receiving pits into which grain from the cars is unloaded, and it is then conveyed to the boots of the two receiving legs, which have a capacity of 10,000 bushels per hour each. These legs empty into 2,200-bushel garner, one for each leg, above the 2,000-bushel Howe Automatic Scales. From these scales the grain is distributed by Mayo Spouts to any of the bins in the working house

and conveying machinery in the house was furnished by the Weller Manufacturing Company.

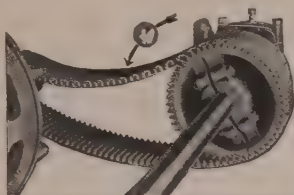
The power is developed through a large motor on the main working floor and carried by rope drive to the main shaft about 160 feet above. From the shaft, Morse Silent Chain Drives transmit the power to the elevator heads. For such service the drive is particularly useful as it is as positive as gears and takes but little more room, and is as flexible as a belt drive, without the chance of slipping or creeping, which is so costly to the efficiency of belts and so destructive of their life. The rocker joint links of the chain, developed after years of experimentation, engage the sprockets on the pulley practically without noise and with the minimum of friction. The Morse Chain Drive requires almost no attention after it is adjusted. Occasional lubrication is all it needs, and the operator is assured of

a service as willing, as constant, and as efficient as man has ever devised. The drive is years ahead of most other features of even the most modern elevator. Careful accountants write off a certain percentage against most equipment, for replacement with more efficient apparatus when the old becomes obsolete. This is called obsolescence, and is an accounting factor as positive as any other kind of depreciation. But with Morse Chain Drives the obsolescence has been discounted for years in advance, as it is as far ahead of other drives as the elevator leg is ahead of the block and tackle by which grain sacks used to be hoisted to the warehouse loft.

This is a matter to which every operator should give thought in building a house. It was deemed of the

utmost importance by the Burlington Railroad officials and no less by the Burlington Public Elevator Company of St. Joseph, Mo., which operates the house. This company is controlled by Robert R. Clark, president; and C. A. Clark, secretary. Both officials have for years been identified with the Aunt Jemima Mills and are in a position to appreciate the importance of the service end of an elevator. The flow of grain must be uninterrupted or the usefulness of the house ceases. This is the reason that so many of the leading engineers and elevator builders have practically standardized on Morse Silent Chain Drives. They have found by ripe experience that it does its work when required,

at a minimum of upkeep cost and with a coefficient of efficiency which ranks it as the last word in power transmission equipment. Morse Chain Drives have become justly famous for "producing more with less".



BURLINGTON ELEVATOR OPERATED BY THE BURLINGTON PUBLIC ELEVATOR COMPANY, ST. JOSEPH, MO.

for cleaning or for storage, or to the conveyor which distributes to the storage tanks. From storage the grain is brought through a conveyor tunnel to the shipping leg, which lifts it to the third 2,000-bushel Howe Scale.

The working house is furnished with a No. 41 Eureka Compound Elevator Separator and a No. 26A Eureka Horizontal Scourer. The scourer has a lime attachment which can be used or not as desired. Both machines are of the latest pattern and are steel clad. Additional equipment consists of a Humphrey Employees Elevator which is supplemented by a spiral staircase, enclosed, from the basement to the head of the house. The elevating

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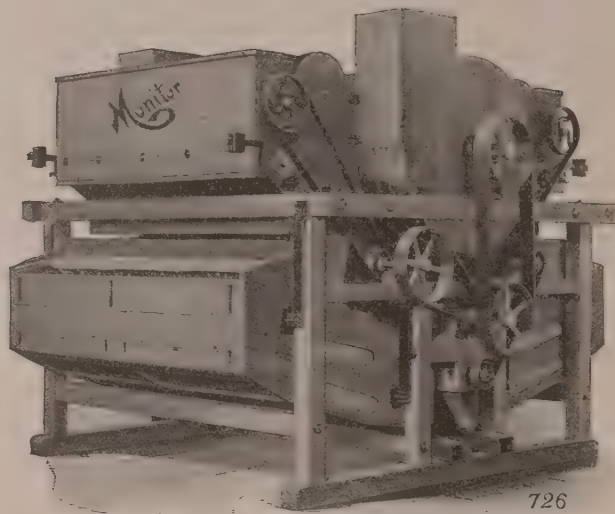
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The floor space requirement is about the same as on the regular warehouse separators but

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Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.

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ELEVATOR AND

GRAIN TRADE

Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscription, \$1.75 per year.

Established in 1882.

VOL. XL

CHICAGO, ILLINOIS, JUNE 15, 1922

NO. 12

## A House Designed for Speed and Service

The Davidson & Smith Elevator at Port Arthur, Ont., Splendidly Equipped to Handle Its Share of the Grain From the Prairie Provinces of Western Canada

THE twin cities, Fort William and Port Arthur, at the Canadian Head of the Lakes, serve western Canada just as Chicago and Duluth combined serve the western United States. During the navigation season practically all the grain from the prairie provinces finds its way to the Head of the Lakes, and as a consequence the ports there need a tremendous storage capacity, and in fact will soon have more than either Chicago or Minneapolis.

The western prairie land, for many years, was considered good only for grazing. The season was short and it was thought that grain could not ripen so far north. The fact was not understood at that time, that the ripening period for grain is measured by hours of sunlight rather than by calendar days, and the very fact that it is far north gives Canada a great advantage in that respect over the territory farther south when the days are hotter but shorter.

After a few experiments had demonstrated that grain could grow in western Canada, the country opened with a rush, and there was great activity at the Head of the Lakes. Just before the outbreak of the war the expansion in acreage was large and there was pressing need of new elevator facilities to take care of it.

The present Davidson & Smith elevator was erected in 1914, immediately south of the Canadian Government Elevator and slip, on the shores of Thunder Bay and just inside the southern limits of the city of Port Arthur. It comprises a working house and track shed, storage annex, boiler house, drier house and office building occupying a ground area of approximately 600 feet by 100 feet lake frontage. While one of the smaller houses at the

Canadian Head of the Lakes, it was designed by the builders—Barnett-McQueen & Co., Ltd.—to insure rapidity of handling as well as permitting of extension of storage capacity when needed. The working house is constructed of re-inforced concrete and red tile paneling, covers a ground area of 105 feet by 51 feet and is 178 feet high. The original storage annex comprised two rows, six in each row, of circular concrete tanks each 21 feet 7

has two tracks through it. Cars can be unloaded or loaded on either or both. One receiving leg with a capacity of 10,000 bushels per hour elevates the grain from the two unloading pits—which are provided with special locking devices to guard against the possibility of mixing the contents of one with the other—to the concrete garner above the 2,000-bushel Gurney Scale made by the Gurney Scale Company of Hamilton, Ont., and two 36-inch belts

distribute it to the storage bins after weighing.

Cleaning facilities include two cleaning legs with capacity of 4,000 bushels per hour each; two cleaning garner; one concrete cleaning garner and one special steel flaxseed garner; two Monitor 11B Receiving Separators; one Monitor 8A Double Flax Separator, one Monitor 9A Screenings Separator; two Monitor 9 Oats Separators and one Northwestern 972 Separator.

One of the special features of this house is the marine leg with a receiving capacity of 12,000 bushels per hour. A steamer was operated in connection with the elevator, collecting from other houses in the harbour during the season of navigation to eliminate transfers by

railroad cars. This vessel, the *R. L. Fryer*, has an elevating leg on board so that grain could be loaded to another steamer or transferred direct elsewhere if necessary by means of a portable conveyer belt or spouting. A transfer leg with a 2,000-bushel Gurney Scale takes care of such receipts. On May 1 last, this steamer was offered at public auction and the house will resort to rail transfer of grain at the port.

There is also a 500-bushel per hour Morris Drier unit with separate leg complete, housed in a separate building between the working house and



DAVIDSON & SMITH ELEVATOR, PORT ARTHUR, CANADA

inches in diameter by 90 feet high, and interstices. In 1916 another cluster of concrete tanks, but this time three rows, 14 in each row, of circular tanks each 19 feet in diameter by 90 feet high, with interstices, was added. The storage capacity of the original working house and storage annex amounted to 750,000 bushels but the addition of 1916 brought the total capacity up to 1,750,000 bushels.

The elevator is served by both the Canadian National and Canadian Pacific Railways. The car shed is on the south side of the working house covering a ground area of 69 feet by 38 feet, and



the boiler house. This drier takes care of all the grain that is out of condition, which in some seasons reaches a considerable amount.

The shipping facilities of the house depend very largely upon requirements. There are two shipping legs with a capacity of 14,000 bushels per hour each; one 1,600-bushel Gurney Scale; five shipping bins for vessel loading, each having a capacity of 3,500 bushels; five loading spouts with hoods and two car spouts for loading cars. When loading vessels with the utmost dispatch the cleaning and receiving legs can also be used and loading capacity thereby increased to approximately 46,000 bushels per hour. There are three 36-inch conveyer belts from the storage annex for shipping, one 36-inch belt from the marine tower and one 24-inch belt from the drier.

The elevator is equipped with electric motors and Morse Silent Chain Drives throughout. In the working house there are 22 motors, total horsepower 622½ and 12 Morse Chain Drives total horsepower 442½. In the storage annex there are 4 motors total horsepower 100 and 4 Morse Drives, total horsepower 100. The marine tower is operated by a 50 horsepower motor, the drier leg by a 75 horsepower motor and another of 7½ horsepower provides the power in the workshop.

The working house is furnished with a complete dust collector system with 40-inch fan 1,120 revolutions per minute also a compressed air system complete in the sacking shed where there is a 5-bushel portable bagging scale on overhead tracks. Both the working house and storage annex are provided with complete signal system with lights and bells, electric lights and manhoists; whilst the working house has the usual telephone system and ticket conveyer as well as a passenger elevator.

The transformer house is situated above the track shed and is furnished with one 200-K. V. A. 3-phase 60-cycle 550-volt 600 R. P. M. synchronous condenser; three 150-K. V. A. single-phase 60-cycle 22,000-V. to 550-V. transformers; two 7.5-K. V. A. 22,000-V. to 220/100-V. transformers and one 4-panel switchboard.

The boiler house is on the eastern end of the property and contains one 72-inch by 16-foot horizontal return tubular boiler, 125 pounds steam per 40-I. H. P., with one boiler feed pump, heater and injector, one automatic duplex feed pump and an intake well. Steam heating is used in the office building and elevator where required, the comfort of the employees having been fully considered, both as to this and other conveniences necessary at industrial plants, in as up-to-date a manner as possible.

Our conception of grain elevator capacity changes rapidly. Ten years ago a house that would hold nearly 2,000,000 bushels would have been considered large, but such a house is dwarfed by mammoth buildings of the present day into comparative insignificance. But for all that the Davidson & Smith Elevator serves a great and useful purpose and is a material factor in the Canadian grain movement.

There is no question but that grain production in the western provinces of the Dominion has only begun. The possibilities for expansion are enormous and as these possibilities are gradually realized, more and larger houses will spring up on the shore of Lake Superior, and when the St. Lawrence waterway is finally opened to the shipping of the world, the twin ports will find the flags of all nations at their doors, and the Davidson & Smith Elevator will be discharging into vessels of many registries, still doing its work in supplying the world with its daily bread.

## SIMPLE METHOD DETERMINES TEST WEIGHT PER BUSHEL

To determine the "test weight per bushel" under the United States Grain Standards Act, the apparatus used must be extremely accurate. Inaccuracies in making the determination may be the result of not adhering strictly to the method prescribed by the United States Department of Agriculture or to defects in the standard apparatus. Those due to the first cause may be eliminated only

by care on the part of the person making the tests. To eliminate those due to apparatus that has become inaccurate the department has devised methods and equipment for testing the machine used for getting the "test weight per bushel."

In Department Bulletin 1065, "The Test Weight of Grain: A Simple Method of Determining the Accuracy of the Testing Apparatus," the method and the apparatus are clearly described. A copy of the bulletin may be obtained free upon application to the department at Washington, D. C. Any office of Federal grain supervision will gladly test any apparatus for accuracy, or arrange to have it tested free of charge.

## AVOID DANGER FROM DUST

A warning to the elevator operator on the dangers arising from dusty conditions is given in a recent bulletin of the Western Grain Dealers Mutual Fire Insurance Company. With the busy season just ahead this is particularly timely. The bulletin says:

Accumulations of dust in a grain elevator are dangerous. It has been determined beyond question that a considerable number of fires attributed to "cause unknown" were in reality caused by dust explosions. A busy elevator is usually a dusty place. Apparently the dust and grain handling go hand-in-hand, but they do not always get along well together for dust is a treacherous companion.

A large amount of dust accumulated on beams, ledges, machines, window-sills and floors in an elevator if disturbed and thrown into the air may result in an explosion, and endanger the plant and people about it. Records show that six times as many fires occur among dirty elevators and mills as among clean ones. A careful observation of the following rules will greatly reduce the possible dangers from dust in elevators:

- (1) Keep the plant clean and free from accumulations of dust.
- (2) Prevent the use and production of flame and sparks of any kind.
- (3) Prohibit smoking and carrying of matches.
- (4) Use no flames such as gas light, torches, lanterns, and candles for any purpose whatsoever in or around an elevator.
- (5) Do not lower artificial lights into bins to determine the amount of grain or other contents in the bin.
- (6) Have all wires for electric power and lighting placed in conduit and use only well-protected globes.
- (7) Do not let elevator choke-ups occur.
- (8) Prevent rubbing of elevator and conveyer belts.
- (9) See that all bearings are kept properly oiled to prevent heating.
- (10) Install hand fire extinguishers for emergency use.

## STAMP TAX DOES NOT APPLY TO TRANSACTIONS OUTSIDE OF GRAIN EXCHANGES

There has been some question among the grain trade as to the application of the stamp tax to the sale of grain for future delivery where actual shipment is not to be made within 20 days. A letter with reference to this matter received from D. H. Blair, Commissioner of Internal Revenue, is self explanatory and reads as follows:

"Further reference is made to your letter of March 6, 1922, requesting a ruling as to the application of the stamp tax to the sale of grain for future delivery where actual shipment is not to be made within 20 days.

"In reply you are advised that where a country grain dealer operating an elevator is not a member of any exchange and agrees to sell corn to a dealer who is also not a member of an exchange and delivery or shipment is to be made more than 20 days after such agreement to sell or agreement of sale, such transaction is not made under the rules or usages of any exchange.

"Where a member of a grain exchange purchases

grain from a shipper who is not a member of any exchange and the transaction is not executed at, or under the rules or usages of, an exchange, the transaction is not subject to the stamp tax, even though actual shipment is not to be made within 20 days."

## GLEANERS IN TROUBLE

If Circuit Judge Arthur Webster of Detroit grants the petition of the Gleaner Clearing House Association that it be dissolved, the largest farmers' co-operative buying and selling agency in Michigan, and one of the most important of its kind in the United States will pass out of existence, according to many wholesale grain merchants who have been watching the financial troubles of the organization. The petition for dissolution shows that assets are \$719,020 with liabilities of \$446,745. Charles R. Talbot, Detroit banker, is acting as temporary receiver.

The Association was organized in March, 1907, and has become one of the most notable organizations of its kind, numbering among its membership a large percentage of the farmers of Michigan. From the outset the function of the Association was to purchase goods in large quantities needed by farmers and in turn to handle the products of the farm in large quantities. The Association maintained more than a score of grain elevators and warehouses in different parts of the state.

The organization, according to its officials, enjoyed a steadily growing business until the slump in the price of farm commodities came after the war. The Association failed to show profits after that time, it is claimed. Certain of the grain elevators owned by the Association still are in operation and they will be continued until they are sold. The Association at its inception was capitalized at \$40,000. It was re-capitalized at \$1,000,000 in April, 1920. The Association, although having the name "Gleaner," is in no way connected with the Ancient Order of Gleaners, a farmers' fraternal insurance organization.

## THE ELEVATOR MAN AND GOOD ROADS

BY TRAVELLER

The average elevator man does not realize what a potent force he can be in spreading the doctrine of good roads in his locality, yet his opportunities are legion if he will only take advantage of them as they occur. How often have you had a farmer say, after the market has had a big decline while he was still holding his wheat: "I'd a'had mine all sold while the market was up, but th' roads was so bad I couldn't haul."

You know that he is merely making an excuse for letting the market get away from him, but nevertheless it's your opportunity to give him a good lecture on the subject of better roads. You can show him, specifically, where the money he has lost through being unable to haul, would go a great ways toward helping to pay for paving the roads so that he could haul under any weather conditions and when the market suited him. Such an argument, presented to a farmer under those conditions, is bound to leave an impression that will eventually help the cause of good roads.

If your equipment includes a truck for hauling grain, you are supplied with another made-to-order argument which the farmer can't help but appreciate. You may be badly in need of wheat to fill an order, and for this reason are willing to pay a premium and haul it yourself. You know of two farmers, each of whom has the amount and quality of wheat you want; but one of them is on a paved road and the other on a road impassible for the truck. You, of course, buy the wheat from the man on the paved road. The other man hears of the deal and calls up to know why you didn't give him the same chance. This is where you get in your good roads speech, and a little work with a pencil will soon show the farmer how much bad roads have cost him in this case.

Besides the benefit to the farmers from good



roads, there is your own case to consider. If the roads leading to your elevator are not paved, your chances with a competitor, who is so equipped, are very slim indeed. The farmer of today will haul miles out of his way to another elevator, rather than haul through the mud. After your customer has been hauling elsewhere for awhile, it's a difficult matter to get him back, even after the roads become dry again. He knows that at any time the way of communication may be again cut off, perhaps in the midst of his hauling.

By all means do your share towards advancing the cause of good roads, as this is the day of the truck, which has long since passed the experiment stage and is now here to stay.

### CEREALS IN TARIFF BILLS

Below is a comparison of the rates of duty in the present Senate bill, the Fordney bill as originally introduced, the Payne-Aldrich Act and the Underwood Act. We may add that some of the duties provided by the Underwood Act became inoperative as regards Canada when the latter country admitted same products free, since there was a reciprocity clause that automatically went into effect with countries that admitted our products free.

Wheat—30 cents a bushel; Fordney and Payne-Aldrich, 25 cents; Underwood, free. Wheat flour, 78 cents per 100 pounds; Fordney, 50 cents; Payne-Aldrich, 25 per cent; Underwood, 45 cents per 196-pound barrel.

Corn—Including cracked, 15 cents per bushel; Fordney and Payne-Aldrich, same; Underwood, free. Corn grits, meal and flour, 30 cents per 100 pounds; Fordney, same; Payne-Aldrich, 40 cents; Underwood, free.

Oats—15 cents per bushel; Fordney, 10 cents; Payne-Aldrich, 15 cents; Underwood, 6 cents. Oat meal, rolled oats, etc., 90 cents per 100 pounds; Fordney, 60 cents; Payne-Aldrich, 1 cent per pound; Underwood, 30 cents per 100 pounds.

Barley—20 cents per bushel; Fordney, 15 cents; Payne-Aldrich, 30 cents; Underwood, 15 cents. Barley flour, 2 cents per pound; Fordney and Payne-Aldrich, same; Underwood, 1 cent.

Rye—15 cents per bushel; Fordney and Payne-Aldrich, 10 cents; Underwood, free. Rye flour and meal, 45 cents per 100 pounds; Fordney, 30 cents; Payne-Aldrich, ½ a cent per pound; Underwood, free.

### SAFEGUARDING ELECTRICAL INSTALLATIONS

Electricity under absolute control is harmless but unless the installation is right it is most dangerous to both persons and property. The conditions in grain elevators are such by the very nature of the business that there is unusual danger from electric sparks and wires.

A careful observation of the following rules will greatly reduce the possible dangers from electric installation and motors:

(1) All wiring should be in conduit. Rubber covered copper wire must be used and all joints must be properly soldered and taped first with rubber then with friction tape.

(2) Where wires pass through walls, floors, or partitions of any kind they must be protected by non-absorbitive, non-combustible insulating tubes such as porcelain. Where wires are brought into iron boxes they must be protected by porcelain clamp bushing.

(3) Fuses must in general be installed in centrally located metal cabinets of not less than No. 14 U. S. gauge metal.

(4) All single phase motors have brushes and will spark. A repulsion induction motor uses brushes while the motor is picking up speed, then the brushes are automatically thrown out.

(5) All motors regardless of type if installed in an elevator where dust is flying in the air should be inclosed in a dust proof, fire-resisting room with ventilation from the outside of the elevator which can be arranged by the use of galvanized iron pipe not less than four inches in diameter, especially when installed in the elevator cupola.

### CONCRETE HOUSE FOR COLORADO CONCERN

Following a disastrous fire in December, 1920, the Paoli Farmers Co-operative Elevator Company of Paoli, Colo., decided to take no more chances and erected a new house of reinforced concrete, which is safe, and moreover is exceedingly well equipped and ably managed.

The company was organized in June, 1919, succeeding the Paoli Grain & Trading Company. At first J. Heinen was manager, but his place was taken in June 1920 by Charles Platt who has been manager ever since. The original house was a steel clad structure of about 15,000 bushels' capacity which served its purpose until fire destroyed it completely.

After the fire the company did business with a track loader until the new house was completed. This was a handicap, of course, but the company was successful in the effort and held its trade. The new elevator, however, has made a great difference, and last year about 450,000 bushels of grain were handled through the plant, the grain consisting of



PLANT OF PAOLI (COLO.) FARMERS CO-OPERATIVE ELEVATOR COMPANY

wheat, corn, oats, barley and millet. In addition a considerable business in coal, oil and salt was done by the company.

The elevator is a monolithic affair of attractive appearance, with a covered driveway separating the two-room office from the main structure. The house is 21x35 feet on the ground plan and 80 feet from foundation slab to roof. The walls are six inches thick, reinforced, and of substantial and fireproof construction throughout. There are six deep bins and five overhead bins, so that there is rarely a time when the house is crowded.

Wagons or trucks are received on a pneumatic dump after being weighed over a 10-ton scale. The grain is elevated and distributed over a Hall Special Leg Distributor. When shipping out, the grain is weighed over a six-bushel Richardson Automatic Scale and is spouted direct to car through a seven-inch steel spout with a 12-foot flexible end.

The equipment of the house includes a Eureka Cleaner of 1,000 bushels per hour capacity. The power is furnished by a 15-horsepower Fairbanks-Morse Type "Y" oil engine. The transmission is by rope and chain drive with clutch control.

The elevator is kept in scrupulously clean condition and has only a future of prosperity to which to look forward.

ACCORDING to the Hon. C. W. Kennedy, Minister of Railways in the Canadian Government, the cost of leakage of grain from Canadian National Railway cars between points of shipment in Western Can-

ada and the head of the lakes during the past railway year, was \$193,339. The amount charged to operating expenses for grain doors during 1921 was \$384,000, of which \$55,000 was repairs to grain doors.

### "JIM DUNN"

BY HOOZUS

Jim Dunn, who runs the elevator at Sperry Siding, says: "Chet Steele, who lives along th' Plank Road, hauled me 'bout 500 bushels o' wheat an' 'bout 1,000 bushels o' oats a while back, that he'd been a' holding for two years. He sold out right on th' bottom, and' I sorta felt sorry for him, an' I says t' him, I says: 'Chet, I s'pose ya feel right blue losin' all that good money ya could a' had on that wheat an' oats, if you'd a'sold it when the market was way up in th' air.'

"'Not me,' says Chet. 'I figger I'm ahead all th' money I get for 'em right now.'

"'Ahead?' I says. 'What ya tryin' t' give me?' I says.

"'Straight goods,' says Chet. 'If I'd a'sold that there grain, I'd a' put th' money into "blue sky"—like th' rest of 'em—an' I'd a' lost th' hull bizness, wouldn't I?'

"'Well,' I says t' Chet, I says: 'Chet! I reckon ya got that doped out 'bout right.'

"'O' course, I wasn't a'tellin' Chet, that I had a few engravin's myself that I was a'keepin' more for th' purty pitchers on 'em, than for enny drawin' power they had.'

### LITTLE TIPS FROM "JIM DUNN"

Allus keep plenty o' water in th' barrels in your elevator. There's nothin' better t' put in 'em now, ennyhow.

Good stashunary helps in th' grain bizness, too. 'Specially when it reads: "Pay to the order of:"'

Th' Bible's a mighty good book, an' so is "Hucklebery Finn"; but for th' grain bizness, nothin' beats a good trade paper.

It's allus good bizness t' sell your farmers th' best seed ya can get. If bread cast upon th' water comes back a hundred fold, ya want t' make sure it's good bread.

This is th' time of year when th' farmer wonders what's happened t' th' corn that filled his crib last fall. He's like th' boy that put th' icicles under th' stove an' thought somebuddy stole 'em.

Allus ship just what ya sell. It's plain honesty for one reason—an' th' others don't matter.

If it's too hard t' climb t' th' elevator heads, get a man-lift t' shoot ya up there. It can't happen too often.

Allus give th' house th' "once over" at night. Get th' women's habit, an' take just one more look afore ya leave.

### THE CARE OF FRICTION CLUTCHES

A western engineering firm gives the following excellent advice on the care of friction clutches.

"The proper care of friction clutches is one of the most important items in the operation of any type of machinery. All first class friction clutches have adjustments that must be looked after with care. If you do not understand how to adjust your clutch, get the information, and keep the clutch adjusted until all parts are doing their share of work.

"There are always two or more oil holes on any friction clutch, and these must be kept oiled regularly. It is never necessary to tie a lever of a friction clutch into gear if the adjustment is right. Never let one or two arms do all the work. Have the lever plumb when half way out of gear so that it will have a tendency to stay in or out when thrown to one side of the full stroke. Nine-tenths of friction clutch trouble is in lack of oil, and improper adjustments.

"The lever should be set so that there is no strain up or down. In fact there should be no strain on the lever any way except to throw the clutch in and out of gear. Most people think when the clutch is out of gear it requires no oil; but that is when it acts as a bearing and does require oil. The collar requires oil at all times."



## A Feed Plant of Distinction

Clover Leaf Milling Company of Buffalo Splendidly Situated and Equipped to Serve the Feed Trade

By ELMER M. HILL

**B**UFFALO'S location at the Foot of the Lakes would mean little to the cereal and feed business, if the bulk of the crops was raised in the New England or the Southern States. But the north central section produces 73.5 per cent of all cereals and this north central section depends almost entirely upon the Great Lakes for transportation of this enormous crop. Because of the density of population in the East, Buffalo is within easy reach of the territory that consumes the greatest quantity of cereals and feeds.

Feeds, which are usually an adjunct to a cereal mill, and often a separate business, increase the market for cereals in the East. The greatest dairy section of the country is located in New York, Pennsylvania, Ohio and the New England States. It is estimated that only one-fourth of the grain consumed by the cow is home-grown and the rest is supplied by feed mills. In New York State

warehouse is 60 feet in length and 60 feet wide. This has a storage capacity of 8,000 tons and a conveyor system runs through the warehouse to the elevators which eliminates the necessity of trucking the feed bags.

The Clover Leaf Milling Company has a capacity of over 1,000 tons of all kinds of feeds per day and an annual capacity of 500,000 tons, which makes it one of the largest general feed mills in this section of the country.

The plant itself is constructed entirely of steel and concrete and consists of elevators, feed mixing mills, grain storage tanks, molasses cisterns, heating plant, office buildings, laboratory, experimental farm and a large building to house live stock and poultry, used in testing out various feeds. The mill operates more than four and a half miles of standard gauge track for switching cars in and out and has direct connections with the Niagara

be shot into any bin, according to the kind of feed that it is. After the feed has been in the bin from 18 to 24 or 36 hours, according to the temperature of the feed, it is taken out by belts underneath.

Belts then carry the feed to the third floor where the cottonseed meal is mixed with it after which it is packed ready for shipment. This process is necessary for molasses feeds only. Dry feeds require no curing whatever.

Five Richardson Automatic Scales are in operation in various parts of the main milling unit. They each have a capacity of 15 tons per hour. The company uses automatic portable bag pilers exclusively and about four of five are in operation at all times. There are eight Sprout-Waldron Attrition Mills in the plant for grinding the grains. They each have a capacity of approximately five tons an hour. Improved motors are used throughout the plant which is electrically operated throughout. Other equipment used in the Clover Leaf Mills includes Eureka Batch Mixers, Eureka Grain Cleaning machines, Eureka Corn Scourers and Separators. Three Noye Bros. Corn Crackers are used. Almost 100 motors are used in various parts of the plant including several 500 horsepower motors.

The Richardson Automatic Scales are adjusted to



PLANT OF THE CLOVER LEAF MILLING COMPANY, BUFFALO, N. Y.

alone the annual amount of feed consumed exceeds 700,000 tons, Buffalo, therefore, has a strategical position in the feed business being close to available raw material and near the market for the finished product.

Buffalo is well supplied with modern feed mills and probably one of the largest and most modern plants in this section of the country is that of the Clover Leaf Milling Company, just north of the Buffalo City line on the Niagara Falls branch of the New York Central Railway. This plant was built six years ago by the Eastern Concrete Steel Company, of Buffalo and was designed by the Monarch Engineering Company of Buffalo and represents an investment of approximately \$750,000.

The main unit of the plant is a concrete structure 179 feet high, 60 feet wide and 110 feet long. It towers 12 stories and is an imposing sight in that part of the city. The structure is well lighted throughout because of the large number of glass windows on all sides. Adjoining the plant proper are three large steel grain storage bins with a capacity of 50,000 bushels each and between the main plant and the general executive offices, which are in a separate two-story brick structure is a one-story warehouse and shipping department. The

Falls branch of the New York Central Railroad with quick interchange facilities with all the trunk line railroads entering Buffalo from the North, East, South and West together with Canadian points.

There are many unique features in connection with the Clover Leaf plant which makes a visit well worth while. Grain is unloaded from cars with power shovels at the rate of 25 minutes per car and is carried by conveyors to the top floor of the main milling unit. Only one elevation of grain or other materials is necessary. The gravity principle is used throughout the entire process of manufacturing feeds—cleaning, separating, degerminating, grinding and mixing. When the products reach the second floor of the mill, the feeds are automatically bagged, sewed, weighed, and dropped into chutes which go over automatic counters. The feed is then ready to be placed into cars for shipment.

On one side of the big storage warehouse are immense curing bins, used for curing the first mix of feed after it is mixed with the molasses. The capacity of these bins is 800 tons. By curing feed in this manner the Clover Leaf Milling Company finds it eliminates all possibility of the feed becoming hard and caked. The feed is carried into bins by overhead belts with cutoffs on them so it can

dump the feed 100 pounds at a time. The batch mixers will hit 20 tons per hour; packers 45 tons per hour. The mixing bins have a capacity of 2,000 bushels; storage tank, 50,000 gallons and the molasses tanks 275,000 gallons.

Another interesting feature in connection with the Clover Leaf Mills is the experimental laboratory and farms under the active management of Chester G. Balt. The chemical laboratory is located in the main milling unit and is used to constantly improve the quality of Clover Leaf products. The experimental farms adjoining the mill and warehouses, have 600 chickens which are being fed on the products of other mills in comparison with the Clover Leaf products. Some interesting data has been compiled by the company in the last few years in connection with their observations on results accomplished by various feeds. At one time the company also had hogs on its experimental farms. Hog feeds were tried out on these animals. The company manufactures all kinds of cattle and poultry feeds and finds an extensive market for its products throughout the East.

The general executive offices of the Clover Leaf Milling Company are entirely apart from the milling and warehouse units. It is a plain substantial brick



structure, two stories high with the center of the building open up to the roof and a balcony around the second floor with private offices opening off the main floor and the balcony. By separating the office from the main feed plant, dust, dirt and noise are entirely eliminated.

O. E. M. Keller is president of the Clover Leaf Milling Company. He has had years of practical experience in the manufacture of cattle and poultry feeds. Frank C. Greutker is vice-president and general manager of the plant; Clifford F. Lane, general superintendent; A. E. Yardley, secretary and purchasing agent, and J. C. Fulde, general sales manager. Mr. Keller recently joined the executive staff of the company, having been associated with the Quaker Oats Company for 21 years. He formerly was manager of the Buffalo office of the Quaker Oats Company.

The products of Buffalo feed mills have become widely known throughout the East and Middle West. Because of its natural location at the foot of the Great Lakes, Buffalo can take its pick of wheat, corn, oats or other grains. It is generally known that all grain varies widely in chemical composition, food values and quality in general, dependent on where it is raised, weather, soil and other conditions. Buffalo mills get their pick of all cereals coming through from the West and Southwest for Buffalo has a wider range of selection than any other city in the United States.

Take oats as a case in point; oats from Dakota, any year, differ in chemical composition from those harvested perhaps in Ohio. They may be richer in gluten and poorer in starch. Perhaps Ohio this year produces a poor crop, fit only for feed oats; next year the reverse may be true. But the quality of Buffalo's cereal and feed products are not affected by these local conditions. Because of her natural location, her mills can take their pick.

Oats from the northwestern part of the great cereal producing section are shipped at Duluth on Lake Superior; those from the central part at Chicago on Lake Michigan and from the eastern part at Toledo on Lake Erie. In any case Buffalo takes her choice as they come East, enjoying an advantage no intermediate point has.

## MAINTAINING RECORDS FOR CLAIM PURPOSES

BY OWEN L. COON

Maintaining proper records is an absolute necessity if railroad claims are to be filed in all cases where the grain shipper has money legally due. A number of grain dealers, I note, detach the grain inspection certificates and unloading weight certificates from the account sales, supposedly to do away with the keeping in the records of what they presume are useless documents.

The result of such a procedure is that if the shipper has his records checked over for all the various possible kinds of claims that may exist, and, especially, for claims that exist of which he is entirely ignorant, it then becomes necessary to secure duplicate grain inspection certificates and unloading weight certificates in order to properly support the claim. A great deal of work would be saved for grain commission merchants who handle grain at destination if the country shipper would keep all of the papers attached to the account sales that are returned to him in order that when such claims are found that he does not know exist, all of the necessary documents will be attached thereto.

A number of shippers on certain roads maintain a record of their loading weight by noting on the bill of lading the number of drafts and the number of pounds per draft going to make up the loading weight. In some cases the opening and closing number of the automatic scale is also recorded. This is of great advantage. Whenever a claim department calls for a copy of the bill of lading from their local railroad agent, all the available information necessary to fully support the claims as to loading weight is recorded automatically on the copy of such bill of lading retained by the shipper for his files. If it becomes

necessary to bring suit on the claims, the railroad can be compelled to produce the original in court and evidence is automatically introduced in the case as to the details of the loading weight without the shipper having to introduce any evidence at all in support of his loading weight.

If grain shippers would follow the policy of making such records as is outlined above, the proper handling of their claims by carriers, commission men and attorneys, would be greatly facilitated.

## COST OF OPERATING AN ELEVATOR

The division of agricultural economics of the Kansas Agricultural College last year made a survey of the cost of operating elevators. The survey covered 78 co-operative elevators and 75 independents, all in Kansas, and the care exercised in gathering the data makes us believe the conclusions are correct. The summary of the result of the investigation is as follows:

	Co-op- Elevators	Inde- pendent Elevators
Insurance on plant....\$	66.74	\$ 55.30
Depreciation @ 4%		
\$11,000 .....	352.00	.....
Overhead		
Expense... 8.718 .....	.....	278.98
Taxes .....	349.22	241.60
Salary of Manager....	1,594.00	1,400.00
Helper .....	595.00	542.40
	\$2,956.96	\$2,518.28
Helper and other labor.\$	595.00	\$ 542.40
Insurance on grain....	66.74	55.30
Telephone, telegraph, office expenses.....	214.73	144.00
Inspection and weigh- ing .....	100.00	90.00
Interest on working capital @ 8% \$9,816.	628.22	.....
Operating	9,714.	621.70
Expense... Shrinkage 1/2% on		
101,337 bu. at \$1.50...	760.00	.....
90,821 .....	.....	681.15
Commission 1 1/2c bu.		
on 47,249 bu.....	708.73	.....
47,545 bu.....	.....	713.17
Fuel and power, heat, etc. ....	217.60	192.00
Repairs .....	232.48	172.80
	\$3,523.50	\$3,212.52
Earnings { Average \$5,500 @ 8%...	352.00	.....
on { 4,359 .....	.....	278.98
Total .....	\$6,332.46	\$6,009.78
	Cents	Cents
Overhead expense per bushel.....	2.9	2.8
Operating expense per bushel.....	3.5	3.6
Earnings on investment per bushel....	.4	.3
Total margin, necessary to meet costs exclusive of freight.....	6.8	6.7
Average margin on which wheat buying was done .....	6.3	5.5
	Bushels	Bushels
Average size of elevator.....	15,000	14,000
Bushels wheat consigned.....	34,020	37,375
Bushels wheat sold direct.....	53,581	42,822
Bushels other grain sold.....	13,229	10,170
Total grain .....	100,830	90,367

## AUSTRALIAN POOLS

The assistance granted to the producers of the great Australian staples—wool, wheat, meat, butter—during the war was quite different from a subsidy. The War Time Wheat Pools were Australian affairs, though a great part of the wheat was sold to the Imperial Government. Compulsory pools were formed in each state, with the Australian Wheat Board over all, exclusively entrusted with the export sale, and both state and commonwealth Governments guaranteed certain prices, and advanced cash up to those prices, on delivery of wheat at railway sidings. The advances varied in the different states, but averaged, for the six states, with the commonwealth advance included, four shillings eight pence a bushel in 1915-16, three shillings eight pence in 1916-17, four shillings seven and a half pence in 1917-18, five shillings a penny ha'penny in 1919-20, and six shillings three pence in

1920-21, the last year of the compulsory pools. The total value of wheat pooled in the five seasons was £172,000,000. It is alleged that New South Wales lost £500,000 in 1919-20 by giving too large a guarantee (7/6 a bushel), and some of the other states suffered losses on the earlier crops through mice and weevils getting into inadequately protected stored wheat. To that extent the advances proved to be subsidies, but they were not originally intended to be so.

The compulsory wheat pools have been succeeded by voluntary pools, managed by growers but assisted by the Federal Government with a cash advance of 3 shillings a bushel at sidings, which is to be repaid as the wheat is sold and shipped. The Federal Government will further assist the growers by transporting the wheat to London in Commonwealth Government ships at minimum cost and in selling it there, the agents general of the states and the High Commissioner of Australia being members of the London Sales Committee.

## THE AMERICAN INSTITUTE OF AGRICULTURE

A new national school for teaching the principles and practices of the marketing of farm products has just been established in Chicago with the backing of a large group of prominent agricultural and marketing men, and within a few months will offer extension or correspondence courses on a number of phases of marketing. Later a resident school of marketing economics will be established in Chicago.

The new organization is known as The American Institute of Agriculture. The director is George Livingston, former chief of the United States Bureau of Markets; and the chairman of the advisory council is J. R. Howard, president of the American Farm Bureau Federation. The enterprise has been financed by about 50 agriculturists and aims to be self supporting through the collection of tuition fees from students. The Institute is entirely independent of all other agricultural organizations, and its purpose is exclusively educational. It aims to give instruction in the fundamental methods of marketing and not to advocate any special form of organization for the purpose.

"We are working on the theory that farmers, county agents, association managers, and business men can work out more economical and efficient marketing methods only if they know and understand the way the distribution machinery works," says Mr. Livingston, the active organizer of the Institute.

About 70 men have been at work for the past six months preparing specialized lessons on various marketing subjects which will be put together to form the complete courses. Many of these are nationally known specialists in their subjects who have assisted in the movement solely from public service motives. The list of contributors to the lessons includes: Representative Sydney Anderson, chairman of the Congressional Joint Commission of Agricultural Inquiry; Edwin T. Meredith, former Secretary of Agriculture; Charles J. Brand, former chief of the United States Bureau of Markets; Julius H. Barnes, business executive; A. F. Lever, former member of Congress and author of many important agricultural measures; H. W. Mumford, Dean of the College of Agriculture, Illinois; H. C. Taylor, chief of the Bureau of Market and Crop Estimates; W. J. Spillman, former chief, Office of Farm Management, Department of Agriculture; W. S. Culbertson, member of the Tariff Commission; D. S. Murph, cotton marketing specialist; William C. Edgar, Editor *The Northwestern Miller*; and E. G. Montgomery, chief of the foodstuffs division, Department of Commerce.

In the beginning six different courses will be offered on marketing of these commodities; grain, live stock, dairy products, poultry and poultry products, fruits and vegetables and cotton. Later courses may be added on co-operative marketing, transportation, and other subjects. Lessons will be printed in booklet form and mailed to students at the rate of one a week for approximately a year.



Accompanying these will be standard text books on marketing for reference reading, a series of timely marketing talks, current reviews to teach the student how to interpret market conditions, a dictionary of marketing terms, study assignments and examinations, and a service for individual consultation and advice. The school is located at 326 West Madison Street, Chicago.

## GRAIN EXPORTS

The total value of exports of agricultural products is about the same as for last year and about twice the prewar average for the month of April, according to the Foodstuffs Division of the Department of Commerce. The average prewar value of grain, meat, and cotton exports for the month of April was about \$59,000,000. For April, 1922, this amounted to \$111,866,695.

Domestic exports of all cereals for April, while a little less than for the month of March, amounts to over a million tons, against a prewar average for the month of April of about a quarter of a million. Approximately half of this is made up of corn. For the past six months the exports of corn have increased while the exports of wheat have been declining. The total exports of corn for the last six months are over 85,000,000 bushels, against 83,000,000 bushels for the same period last year, and an average of 24,000,000 bushels for the 1910-14 period. This enormous increase in corn exports is in part due to relief corn sent to Russia, and in part to large purchases of corn by other countries for consumption. The relative low price of corn undoubtedly has been a big factor in this increased demand and it is probable also that the extensive advertising which corn had had, due to its use in relief work, has been an important factor. It is hoped that this will help to establish a new permanent outlet for the great surplus of corn in the United States.

MONTHLY EXPORTS FOODSTUFFS		April		
	Average	1921	1922	1910-14
Wheat and meslin	1,250,000	1,250,000	1,250,000	1,250,000
Barley	1,000,000	1,000,000	1,000,000	1,000,000
Oats	1,000,000	1,000,000	1,000,000	1,000,000
Rye	1,000,000	1,000,000	1,000,000	1,000,000
Other grains	1,000,000	1,000,000	1,000,000	1,000,000
Corn	1,000,000	1,000,000	1,000,000	1,000,000
Other cereals	1,000,000	1,000,000	1,000,000	1,000,000
Flour	1,000,000	1,000,000	1,000,000	1,000,000
Other foodstuffs	1,000,000	1,000,000	1,000,000	1,000,000
Total	1,000,000	1,000,000	1,000,000	1,000,000

It is also of interest to note that we have exported almost 5,000,000 barrels of flour since the first of January compared with a little over 3,000,000 barrels for the prewar years for the same period. This large export, in spite of the fact that a number of European countries in order to maintain their own milling industry have almost prohibited the importation of American flours either by embargo or tariff preferential, is to be considered satisfactory and speaks well for the enterprise in the trade.

## BEATING THE MEXICAN TARIFF

Importers of American wheat rushed in grain across the border in enormous quantities during the last few days of May to avoid the payment of the increased duty which went into effect June 1. The raising of the duty to four centavos a kilo, which is approximately one cent a pound, by special decree of the Mexican Government came as a great surprise to flour manufacturers and others who are interested in the importation of wheat to this country. Immediately upon receiving notice that the decree had been issued, importers telegraphed rush orders for heavy shipments to be made immediately from Texas, Oklahoma and Kansas and in most instances these cars got across the border before the increased duty went into effect, it is stated. The wheat stocks in Mexico are comparatively

low, it is explained, and much grain will have to be imported to meet the demand for flour. The reasons given by the Government for the duty increase are that with abundant corn crops in the Pacific Coast States of Sinaloa and Sonora, together with the prospective big wheat production of the States of Coahuila and Zacatecas this season there is no real need for further large importations of foreign wheat. Manufacturers of flour in Mexico are now urging that the Government place a higher duty on that product so as to shut out American flour from the country.

## DUST COLLECTION AND REMOVAL IN GRAIN ELEVATORS\*

Dust explosion control has been brought about in representative industries by effective dust collection and removal. This has been possible in industries where the dust means commercial product with a market value. The matter as it relates, however, to grain elevators in the United States and Canada, needs special attention. We stand in the same position today that we always have stood in, so far as the dust explosion problem relates to this type of grain handling plant.

It is desired to contrast the increase in dust explosion losses in other industries with the reduction in losses in the flour milling industry. In considering grain elevators, we find that the first explosion of any importance reported to the Department occurred in Toledo in 1898, 20 years after the Minneapolis explosion, with the loss of 10 lives and injuries to 5 others. In Richford, Vt., 1908, 10 years later, an explosion in an elevator caused the loss of 17 lives and injuries to 3 others. Two women on the railroad track adjoining the plant were killed as a result of the explosion.

There have been 36 explosions reported as occurring in grain elevators since 1898. It is observed that up to 1916 the losses from explosions in grain elevators have been minor. During that year an explosion in an elevator in Peoria, Ill., caused a loss of \$600,000 and the same year an explosion in an elevator at Baltimore caused the death of 7 workmen, injuries to 22 others, and \$1,500,000 property damage.

In 1917 a large elevator at Brooklyn was destroyed by an explosion, with losses reaching to \$1,750,000 and the destruction of sufficient grain to feed 200,000 people for an entire year. In 1919 the Canadian Government Elevator at Port Colborne, Ontario, was wrecked by a dust explosion causing the loss of 10 lives, injuries to 10 others, and \$1,500,000 property damage. A month later, in September, 1919, an explosion in an elevator in Kansas City killed 14 workmen and injured 10 others and destroyed property to the extent of \$500,000.

The most disastrous grain elevator explosion on record occurred in the North Western Elevator operated by the Armour Grain Company, at South Chicago, Illinois, March 19, 1921. All the workmen in the elevator at the time (6 in number) were killed. The total damage approximated \$4,000,000. This amount was approximately divided between grain loss and property damage.

In 26 explosions in grain elevators in which figures are available, the damage has amounted to \$11,722,555, an average of \$450,000 for every explosion. In 7 of these explosions there have been 67 lives lost and 72 persons injured.

The field of work in this problem lies in the development of preventive methods for dust explosion control in grain elevators. The large scale of operation, the size of our plants, the large quantity of dust produced during the handling, elevating and storage of grain, and the introduction of new ignition sources make necessary thorough investigations of this particular phase of dust explosion control.

We cannot expect to control these explosions in grain elevators until some advancement similar to

that made in flour milling, insofar as dust collecting is concerned, can be brought about. Mechanical methods of dust collection consisting of the necessary fans and piping systems, are essential for dust control. It has been found on grain threshing machines that dust collecting fans remove the explosive smut dust and reduce the explosion hazard. The principle has been applied successfully on a commercial scale, and now awaits application in grain elevators.

At the present time, existing commercial regulations prohibit the installation of equipment of this kind in the grain elevators of the United States and Canada. These regulations are not based in any way on the explosion phase of the problem but have to do with possible abuses leading to difficulty in checking weights, thereby affecting the returns to the shipper.

It appears that difficulty has always been experienced in maintaining the weights between shipper and receiver on grain entering the terminal markets. This has led, in some instances, to special provision whereby the grain elevator operator is prohibited from taking any steps which might in any way interfere with the weight of grain going into the plant.

Although these regulations were put into effect before science had determined that the dust was highly explosive, the application affects the proposition just the same. It is well recognized by the dust explosion prevention engineers and the grain industry as a whole, that it will be necessary for the dust to be effectively removed by mechanical systems before we can make the necessary progress.

At the present time the dust escapes from the grain handling equipment and settles on ledges, beams and girders throughout the plant. When the original ignition of dust occurs, there is sufficient concussion to shake this dust loose and propagate flame, resulting in a secondary explosion of large proportions. If the dust is effectively removed, of course the explosion is localized and the damage minor in extent, such as has been referred to in the explosions that have been occurring in flour mills.

This phase of the problem is possibly the most important one that the Department is now called upon to study. The Canadian Government has appointed a representative committee in co-operation with the Dominion Fire Protection Association, to co-operate with similar agencies in the United States to determine the practical possibilities of dust removal in grain handling plants. The National Board of Fire Underwriters, in conjunction with the National Fire Protection Association, the National Safety Council and other representative agencies in this country, have recently appointed a similar committee for co-operation with the Canadian officials. The object and purpose of the Committee will have to do with finding some uniform method of removing and controlling the dust in the grain elevators of both countries.

The Industrial Commission of Wisconsin has recognized the importance and necessity of this provision. Some months ago steps were taken to require the installation of exhaust systems in the grain elevators in the state of Wisconsin, particularly at points such as Milwaukee, Manitowoc and Superior. The request of the Commission not being complied with, a conference was called in Madison, March 21, at which the operators were called upon to give the reason why the order of the Commission had not been obeyed. It developed that although the grain operators were in hearty sympathy with the object and purposes of the Commission and felt that this provision should be made, it would probably discriminate against Milwaukee as a terminal market. This was especially true if points such as Chicago, Minneapolis and other large grain handling markets were not required to make similar provision.

A general conference of all grain handling states was suggested and is now in the course of consideration. The Department of Agriculture has been called upon to co-operate and has already advised the Commission that the Department is in hearty sympathy with the plan and will give all possible help and assistance.

\*Excerpts from speech of David J. Price, Engineer in Charge of Development Work, Bureau of Chemistry, Department of Agriculture, delivered before the Millers Mass Convention at Kansas City, June 1, 1922.



## A Successful Line Company in Ohio

The Sneath-Cunningham Company of Tiffin, Specializes in Rejuvenating Unsuccessful Elevators, Many of Them Being Co-operative Companies

THE abuses of the elevator line houses were directly responsible for the co-operative movement which showed its first strength in the Western Mississippi Valley. That the abuses were numerous and serious no one denies; the line houses had a monopoly in many neighborhoods and monopoly, no matter how benign the principles upon which it is founded, leads inevitably to abuse.

In the case of the early western line house concerns there were no altruistic ideals either in prin-

panies east of Chicago is the Sneath-Cunningham Company, of Tiffin, Ohio, which in normal times operates some 50 elevators in the best farming section of Ohio. The elevators operated by them cover a territory extending to Marion and Kenton on the south; Findlay on the west; Millersville on the north and Willard on the east, with Tiffin as the central point.

Two transfer elevators, one on the B. & O. Railway and the other on the Big Four Railway, are located at Tiffin. For years Tiffin has enjoyed all the transit billing privileges extended to larger cities, and this was made possible on account of the big volume of grain passing through Tiffin from the various Sneath-Cunningham Company elevators.

Besides the two transfer elevators, the company also has a thoroughly modern seed warehouse at Tiffin, where Clover, Alsike and Timothy seed is brought from their various elevators, either by truck or rail, and there milled and graded for their extensive seed trade.

The present incorporated company is the outgrowth of the firm of Sneath & Cunningham, a partnership formed by Ralph D. Sneath and Arthur A. Cunningham in 1890 when as competitors they decided to unite their interests.

The names "Sneath" and "Cunningham" have been synonymous with the grain business in northwestern Ohio for two or three generations, the fathers of both Mr. Sneath and Mr. Cunningham having been grain merchants before them. The elder Mr. Sneath, besides being the leading banker of Tiffin, owned and operated a grain elevator for many years, while Mr. Cunningham's father built, or at one time operated, most of the mills along the Sandusky in this vicinity.

R. D. Sneath is to-day president of the bank which he entered as a youth in a clerical capacity, later leaving to succeed to the grain business of his father. A. A. Cunningham entered his father's mill in 1873, and in 1878 formed a partnership with Col. H. S. Hunt, of Upper Sandusky, which con-

of them. Most of the houses are operated under leases, the owners having failed to operate them successfully and appealed to the Sneath-Cunningham Company to relieve them of the responsibility.

It has been the policy of the company to confine their business to the wholesale buying and selling of grain and seeds, only; and, unlike many of their competitors, they do not engage in the hay business nor do they carry various lines of goods for sale to farmers. As a result of this policy, many of the owners of these leased houses remain at the point as local managers for the company, and conduct a retail and hay business of their own.

When the co-operative movement was at its height, the company lost quite a number of its



BIG FOUR TRANSFER ELEVATOR OF SNEATH-CUNNINGHAM COMPANY AT TIFFIN, OHIO



B. & O. TRANSFER ELEVATOR OF SNEATH-CUNNINGHAM COMPANY AT TIFFIN, OHIO

ciple or in act. They were frankly out for all there was in it, and in the manner that they ran the business, there was plenty. But in time such abuses correct themselves. In the West competition did it, and the competition of privately owned houses was as potent as that of the co-operative houses, although they did not count nor receive as much publicity. Gradually the abuses were reduced and finally eliminated, but there remained the out-

leased houses; but these are gradually coming back again. In a number of cases, at different points, a few of the more influential farmers have bought out the co-operative company, and then leased the grain department of the business to the Sneath-Cunningham Company, while they continue to operate the hay and retail end. To our mind such a procedure as this offers the most sensible solution to the hardest problem that the average



SOME OF THE COUNTRY HOUSES IN OHIO OPERATED BY THE SNEATH-CUNNINGHAM COMPANY

New Reigel—T. & O. C. Railway  
Burgoon—Pennsylvania System

Tymochtee—Northern Ohio Railway  
Attica Junction—B. & O. Railroad

Alvada—Hocking Valley Railway  
Watson—Big Four Railway

Bettsville—Pennsylvania System  
Millersville—Pennsylvania System

standing fact, that the superior organization of line companies with numerous units under one management, made possible many economies which finally reacted to the benefit of the farmer rather than to his exploitation.

The demagogues who, for their own aggrandizement or for political purposes, try to make the farmers believe they are still abused, go for their facts, if they go to the trouble to use facts at all, to conditions as they existed years ago. At the present time the line house is an economic factor of undoubted value, for in the highly competitive grain business of the present day it has proved its worth and maintained its position.

One of the largest and most successful line com-

panies east of Chicago is the Sneath-Cunningham Company, of Tiffin, Ohio, which in normal times operates some 50 elevators in the best farming section of Ohio. The elevators operated by them cover a territory extending to Marion and Kenton on the south; Findlay on the west; Millersville on the north and Willard on the east, with Tiffin as the central point.

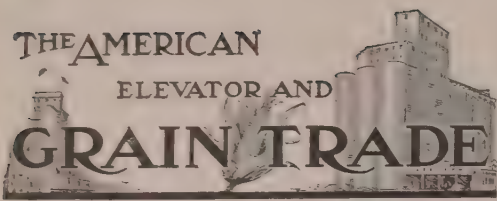
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### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., JUNE 15, 1922.

## K-O FOR THE FUTURE TRADING ACT

CHIEF Justice Taft had no sooner announced that the Future Trading Act, known as the Capper-Tincher Act, was unconstitutional than the two Kansas radicals set about formulating a new Bill to accomplish the results denied in the old. This is now before Congress, hearings are being held upon it, and in all probability the farm bloc will succeed in passing it as they did with the first.

In handing down the decision Chief Justice Taft settled two important questions and made a suggestion which the Chicago Board of Trade can take to heart. The two questions settled were: Future trading between members of an exchange is not interstate commerce; placing a prohibitive tax upon transactions in some markets that are not taxed in others, is regulation by taxation which is an abuse of the taxing power. These two decisions will go far in protecting the exchanges against the new Capper-Tincher Bill or any legislation that is illegally aimed against them in the future.

Mr. Taft plainly intimated to the Directors of the Chicago Board of Trade, that "if the law be unconstitutional then it was the duty of the Directors to bring an action to resist its enforcement." The fact that the Chicago Board left it to a small group of individual members to take the initiative in contesting the constitutionality of the Act, is the weakest thing the Chicago Board has done for many years. If the new bill is passed it is to be hoped that, should the Board's counsel advise that it, too, is unconstitutional, the Board will take action on its

own account and not leave it to a few with more red blood, apparently, than the majority.

The tremendous weight of propaganda which has been aimed at middlemen in general and the grain exchanges, cannot be met and answered by accepting in silence every injustice heaped upon them. The American public likes a good fighter and the exchanges will get more sympathy as well as more respect if they stand up for their rights and do not try to hide behind a little group.

## THE NEW CAPPER-TINCHER BILL

THE Capper-Tincher Bill was reported favorably by the House Committee on Agriculture on June 12 and will be put on the House calendar on the fifteenth. This bill, which is said to have been drawn by the solicitor of the Department of Agriculture, is designed to overcome the objections which the Supreme Court found in the Future Trading Act. The abuse of the taxing power is eliminated in the new bill, but it is based upon the assumption that future trading comes within the purview of the Interstate Commerce Act, and this the Supreme Court categorically denied in its decision.

The bill provides for the designation of "contract markets" and for the admission of co-operative companies which pro-rate profits to patrons, a system of virtual rebates. The control of the exchanges is to be effected by means of the mail, telephone, and telegraph service whose privileges will be denied to the exchange which does not qualify as a contract market.

If the original bill was unconstitutional on the ground that trading on an exchange is not interstate commerce, then it seems probable that the present bill will be thrown out on similar grounds. But the temper of Congress indicates that the bill will be passed regardless of the objections which were offered before the Committee on Agriculture.

As a matter of fact there is less cause to worry over the Capper-Tincher Bill than there is as to what the state legislatures will do. Future Trading is an intra-state act, and there will undoubtedly be a determined effort made in every state in which there is a futures market, to control the exchanges through state regulation. We may expect another avalanche of Lantz bills in every grain state, and the fight for life will be made in the state capitols and not in Washington.

## THE CORN ACREAGE

PRIVATE reports indicate that corn acreage is only moderately reduced over last year in spite of the wet weather which materially hindered planting in many sections and led to the substitution of other crops. For months the farm journals and agricultural agents in Iowa, and to a less extent in other states, conducted a campaign for a material reduction in corn acreage and the substitution of Clover or other legume. This was sound advice and was based upon the theories that corn was overproduced last year and that there would be a large carryover,

and that the soil had been overworked with producing maximum grain crops during and since the war and needed the building up that legumes give to it.

The results prove that the farmer cannot be driven. He will go ahead in his own way and sow the crops that are most convenient or stand the best chance of returning a profit this year regardless of the future. The only effective method of making the anti-corn campaign successful would have been to tell him that the grain exchanges wanted a large corn crop so that they could beat the price down to a starvation basis. This should have been supplemented by the collection of \$10 from every farmer for the privilege of thus fooling the "grain gamblers." We are sorry we didn't think of this scheme sooner. We might have been rich by this time.

## DAMAGE BY INSECTS

ESTIMATES by the Department of Agriculture as to the relative destruction of wheat by green bugs and Hessian fly, show that only twice in the 10 years between 1909 and 1919 was the damage by green bug for the country more than one-tenth of 1 per cent. In 1909 the damage was .13 per cent, due chiefly to losses in Indiana and Kentucky; in 1916 it was .308 per cent with greatest losses in Oklahoma.

Hessian fly, on the other hand has caused losses of over two-tenths of 1 per cent on every crop during the 10 years, and twice during that period the loss was more than 3 per cent. In 1915 Missouri lost 14.49 per cent of its crop, and Indiana 10.08 per cent from Hessian fly depredations. In the following year Indiana lost 11.07 per cent, Illinois 15 per cent, Missouri 16.25 per cent, Kentucky 10.10 per cent, Kansas 7.11 per cent, and Tennessee 7.07 per cent.

No wonder that the reported prevalence of green bug in Oklahoma this year did not create any suspicion of bullshiness. If it had been Hessian fly it might have been a different story.

## PROPAGANDA

ADDRESSING the Feed Manufacturers in Chicago this month, Secretary Quinn of the National Grain Dealers Association, stated that one of the principal things we learned from the war was the power of propaganda. This is true, of course, and is a matter of serious concern to the grain trade and to the country at large. What it means is this: Any group, given sufficient capital, can put over about any proposition it wants to. If you tell any man a thing often enough he will come to believe it, however repugnant the idea may have been at first hearing. In time even the grain trade might be convinced that a co-operative enterprise can be operated more economically than one privately owned and controlled. This is an extreme case, but stranger things have happened.

The grain trade has learned this propaganda theory through its application directed against themselves. There is a determined agitation on against the middleman and the



trade knows how generally the idea has been accepted, that the middleman is responsible for high prices. In every town and city the co-operative idea has its enthusiastic supporters. These people are led to believe and do believe that a co-operative enterprise dispenses with a middleman, whereas it merely supplants him, usually at a greater cost.

Apparently, however, the grain trade has given little thought to the use of propaganda in its own defense. One or two of the grain exchanges have adopted publicity programs, but that is a mere drop in the bucket compared with the forces arrayed against them. The Lantz bills in Illinois gave an opportunity for constructive work and it was well done, but done only because the work was systematized and because real workers were engaged to do it.

Three years ago Percy Goodrich, then president of the National Association, advocated a publicity committee. His proposal was turned down, unfortunately, for it will cost twice as much today to accomplish the same results as it would have at that time. Every year of delay in adopting a publicity campaign will make it more expensive to put across, and the time is certainly coming when such action will be necessary in the fight for life that the grain trade will have to wage.

This is not a sensational statement made merely for effect; it is a sober summing up of the tendency of the times, and an earnest attempt to see the future in the light of the progress of events during the past three years. It is time the grain trade worked their brains and thought about this vital subject.

## ST. LAWRENCE PROJECT BLOCKED

Governor Miller, of New York, has spent a great deal of time in fighting the St. Lawrence deep waterway project. The Governor's effort was wasted, apparently, for the Canadian Government, in a brief official notice, stopped the project more effectually than hours of talk in this country could have done.

The British ambassador has submitted to the Department of State the following reply to the Canadian Government to the suggestion of a St. Lawrence canal treaty between the Dominion and the United States:

With further reference to the note you were so good as to address to me on May 17 in regard to the St. Lawrence River improvement scheme, I have the honor, at the request of the Government of Canada, to inform you of the substance of an approved minute of Private Council for Canada respecting this matter.

The competent authorities of the Canadian Government have advised the Governor-General that they have not up to the present had an opportunity to give the report of the International Joint Commission and the accompanying report of the board of engineers appointed to examine the subject that careful consideration which their importance merits. Moreover, having regard to the magnitude of the project and the large outlay of public money involved, the Canadian Government is of opinion that it is not considered expedient to deal with this matter at the present time.

This ends the matter for the present, and probably for as long as the present Government is in power in Canada. We can do nothing toward the project without the co-operation of the Dominion, no matter how

important it is to our entire Middle West. This will give New York ample time to prove the truth of its contention, that the state canal can take care of the grain trade as effectually as could be done by the St. Lawrence route. The contention will need a lot of proving to the farmers and shippers of the West.

## THE JUNE CROP REPORT

AFTER one of the worst starts in recent years the Winter wheat crop has come up to a condition of 81.9, which is four-tenths of one per cent better than the 10-year average on June 1. This condition on 28,131,000 acres gives a promise of 607,000,000 bushels, as compared with 566,000,000 bushels average for the five years 1916 to 1920, and a production of 587,032,000 bushels last year. Spring wheat shows a condition of 90.7 as against 92.8 for the 10-year average, and a forecast of 247,000,000 bushels as against 233,000,000 bushels for the 5-year average. If these predictions come true our wheat crop will total 855,000,000 bushels, compared with 794,893,000 bushels last year and a 5-year average of 799,000,000.

The oats acreage is 41,822,000. This is 93.3 per cent of last year's, and with a condition of 85.5 promises a crop of 1,305,000,000 or a gain of nearly 250,000,000 since the December estimate and only 108,000,000 bushels under the 5-year average.

The barley crop is predicted at 191,000,000 bushels, compared with 151,181,000 last year; and the forecast for rye is 81,000,000, as against 57,918,000 bushels last year.

The promise for hay is 106,000,000 tons, compared with a yield of 96,802,000 tons last year. This is computed from a condition of 91.1 on an acreage of 74,345,000.

Compared with the crops of the last 12 years our present promise of Winter wheat has been exceeded only four times; Spring wheat, three times; oats, five times; barley, five times; rye, one time; and hay, twice. The farmers have little to complain of in the outlook.

## A STRANGE ACTION

A MEMBER of the Chicago Board of Trade has agreed to back the U. S. Grain Growers in establishing a sales agency for that organization. He frankly stated, according to press reports, that it was purely a business proposition and that he had given no thought, and apparently did not care as to the economic side of the question.

The Chicago Board of Trade and the grain trade at large does not care whose grain its members handle nor upon what terms it is done so long as they observe the rules. Making a business connection with a body that may have many millions of bushels to market is a shrewd piece of business and his own affair. It is a matter upon which no member of the trade can take exception.

But there is another side to it. In backing the U. S. Grain Growers, Burton F. Hales is lending his aid and support to an economic principle that is false and which, carried to

its conclusion, will cost the producers and the consumers of the country millions of dollars. He is backing an organization which is pledged to overthrow and supplant the entire grain marketing machinery, and to ruin every dealer engaged in it.

Mr. Hales' act is of public concern. If he knows the false basis upon which the Grain Growers is founded, that of monopoly, and gives countenance to it, his section is unaccountable. If, as he claims, he has given no thought to the economic side, then he is conscienceless, for he must know that his fellows in the trade have condemned the movement and that there must be a reason for it. No doubt Mr. Hales will find his move profitable, but he is welcome to profits which are attended by the scorn of his associates.

## PROSPERITY

WILL someone kindly put a little salt on the tail of Prosperity? For the last six months we have been assured by nearly every public speaker in the country that the hard times corner had been turned and that Prosperity was within reaching distance. Now, with a good Winter wheat crop assured and prospects bright for Spring wheat and other grains, it begins to look as though there was a firm perch for that Prosperity-bird to rest on,—if only there was a little more of the salt of confidence.

The unprecedented building boom has given a place to practically all of the unemployed in the country. There are always a certain number who do not want to work, and a larger number who like theirs intermittently. But most of those who want a job can get one. The steel and lumber industries are good barometers and both are busy, with every indication of firmer and perhaps higher prices.

It is unfortunate that the grain trade should have been among the first industries to be severely hit by the slump of 1920, and is among the last to feel the quickening of business activity, but the good crop prospects indicate that even the grain trade can emerge from its cyclone cellar and begin to look about for its share of Prosperity.

## AN INSTITUTE OF AGRICULTURE

ANNOUNCEMENT is made on another page of an Institute of Agriculture, which proposes to give a correspondence course in marketing grain, live stock, dairy products, poultry and poultry products, fruits and vegetables, and cotton. The Institute is under the direction of George Livingston, formerly chief of the Bureau of Markets in the U. S. Department of Agriculture. The others holding executive positions will be J. R. Howard, Homer C. Price, John W. Fisher, Jr., and W. M. Kiplinger.

The list of contributors to the lessons is a notable one, and the courses offered might be of the greatest value to every one having to do with the marketing of the products named. In the prospectus announcing the institute there is no suggestion as to the policy of the school or the theories that will be ad-



vanced. Mr. Livingston was at the head of the Bureau of Markets during its greatest activity in promoting co-operative enterprises; Mr. Howard's activity along this line is well known. If this is to be a feature of the instruction offered by the Institute, we could not recommend it, but as we do not know this to be the case we give the announcement without prejudice, or as they say in congressional committees, without recommendation.

## EDITORIAL MENTION

The farmers are all set for a period of prosperity. A few years of fair prices and fairly stable markets will turn many radicals into sober minded men of affairs.

Ninety per cent of California's rice crop is being shipped to Japan. Wheat flour consumption is growing in Japan, but rice is still the mainstay of the people.

Germany is to continue the state control of grain for two reasons: To safeguard the nation's food supply; and to keep the bread prices down, presumably by subsidies.

Various Government and business agencies have taken steps to standardize the forms for warehouse receipts. The variation in form causes confusion and occasionally hurts the loan value of the property.

It will be a man's job to adjust grain rates to satisfy both the Atlantic and the Gulf Ports. In the last five years the exports from the Gulf have grown materially at the expense of the Atlantic Seaboard.

The state Grain Trading Act of Minnesota, went into effect on June 1. The only effect of the Act so far is to make a lot of trouble in keeping the required account of all deals. This will increase the cost of doing business, of course, but that is the favorite indoor sport of legislatures.

The proposal by the Reorganization Commission to transfer the Bureau of Markets to the Department of Commerce, is said to have brought a threat of resignation from Secretary Wallace. The Bureau of Markets is the teacher's pet of the Agricultural Department, and the transfer would defeat all of the Department's plans for socializing the marketing machinery for farm products.

The Federal Trade Commission has found that grain exporters in 1921 made one-third of a cent a bushel on the average. That means that some of them lost money. Considering the extreme risk involved in the present day export trade, and the urgent necessity for its continuance, even Senator Ladd who started the investigation must feel satisfied that the farmers are not being mulcted for the benefit of foreigners. In some years the export trade is very profitable, but the risk is always present and no one can say

when losses will be encountered. It is one thing to theorize about prices paid for grain abroad and at home. It is another thing to face exchange fluctuation, marine rates, losses in transit, credits ship demurrage, and the thousand and one factors that arise continually and make the venture hazardous.

Last year Argentine was supposed to have an exportable surplus of wheat of 120,000,000 bushels. Her total exports for the year were 62,000,000. This year the surplus is estimated at from 72,000,000 to 74,000,000 bushels. If last year's proportion is maintained her total exports this year will not be an important factor in fixing prices.

It is only a question of time when Winter wheat will have all but supplanted Spring wheat in this country. The yield of Winter wheat is so much better that it will be generally adopted as soon as strains are developed that will resist the cold winters of the North. Minn-turkey and Minn-hardy are two strains that have already proved of value.

A correspondent, interested in the broadcasting of market reports, writes that the greatest trouble encountered was from the Bureau of Markets which wanted all the credit for it, though they had nothing to do with gathering the information or its transmission. This is another sign of the paternalistic tendencies of Government.

Dr. Magill, secretary of the Winnipeg Grain Exchange, testifying before the Agriculture Committee of the Canadian House of Commons, showed by a mass of evidence gathered by several independent investigators, that the policy of holding wheat for a rise after harvest and paying carrying charges, more often resulted in a loss to the holders than a profit.

The straits that Austria is in is shown in a recent decree which compels everyone of certain classes to give a specified amount of time or ground to the cultivation of bread grains. The land utilized is that which was customarily devoted to flowers or kitchen gardens, and by intensive cultivation is expected to yield returns which will be an important addition to the grain supply of the country.

The Joint Commission of Agricultural Inquiry, of which Representative Sydney Anderson of Minnesota is chairman, is about ready to give its report. In a preliminary statement of the Commission's findings, the chairman said: "Commodity values are lost in a mass of service costs, and the time has come for a consideration of the fundamental problem of the economic distribution of the essentials of living." As might be expected of any commission fathered by the farm bloc, the Commission found that: "With the better organization and standardization of farm production, the forming of farmers co-operative associations, etc." Not much use going on. The Commission found plenty of reasons as to why there was a big spread between pro-

ducer and consumer, but suggested remedies only in a general and vague way. If the preliminary statement is indicative of the whole report, the Commission accomplished no more than the Bureau of Markets or the Department of Commerce could have told it in a few hours.

The oldest co-operative elevator in the country is said to be operating at Cedar Bluffs, Neb. It is 34 years old. This speaks of good conservative management, and not of an attempt to get all the grain in sight by boosting prices, a course which has wrecked hundreds of co-operative concerns in the last few years. A business which does not make a profit is no asset to a community.

The Grain Clearance Board of Montreal has altered the regulations to permit bulk grain loading in the hold and between decks of three-deck vessels. Heretofore such grain had to be sacked which entailed a great expense on the shipper. Gradually the artificial barriers to trade are being overcome along physical lines. The tendencies are toward more barriers in the lines of control, reports demanded, and other expensive items.

The need of many country elevators is an accurate cost accounting system. There are a lot of elevators insolvent that do not know it, and will probably go along handling grain below cost until the crash comes. Frank M. Byrne, state commissioner of agriculture for South Dakota, says that many farmers' elevators in that state are in trouble, and that the department will bend every effort to establish more efficient business methods in country elevators. It is to be hoped that the department will not confine its efforts to farmers' elevators; many private companies need them also.

According to figures given out by the Kansas Agricultural College after a survey, the co-operative elevators investigated handled, on an average, 160,000 bushels of grain at a cost of 6.8 cents per bushel; while the individually owned houses handled 90,000 bushels at a cost of 6.7 cents. As the entire overhead cost is borne regardless of the amount of grain handled, this shows a much greater efficiency in the private elevators than in the co-operative houses. No reason is assigned for this. They didn't have to give one, the history of trade has proved that self-interest is the best stimulus for efficiency.

A man just returned from Russia told us that, in his opinion, it would take 15 years for Russia to come back. He said conditions were unbelievably bad, and even if production increased there was no way to move the produce. This seems to be Secretary Hoover's opinion, for he recently said that prospects for trade with Russia next year were nil, and that all the talk of trade opportunities in that country was an idle dream. Evidently grain producers need not fear Russian competition for some time. By the time it again becomes a factor the world may be back to a greater consuming basis than at present.



E. P. McKenna  
Chicago

# NEWS OF THE TERMINAL MARKETS

W. H. TOBERMAN  
St. Louis

## EXCHANGE ELECTS OFFICERS

The Fort Smith Grain Exchange of Fort Smith, Okla., recently organized with the following officers: W. J. Pendergrass of the Western Grain Company, president; W. D. Graves of the Durrett Flour & Grain Company, vice-president; Howard C. Osborne of the Osborne-Hyatt Company secretary-treasurer.

## OFFICERS OF OKLAHOMA CITY GRAIN EXCHANGE

At the annual election held last month of the Oklahoma City Grain Exchange, Oklahoma City, Okla., W. B. Stowers was elected president and R. C. Shelton, secretary-treasurer. The directors are: W. B. Stowers, C. B. Cozard, J. J. Stinnett, Fritz Straughn, Jesse Vandenburg, Geo. Grogan, Frank Winters.

## ELECTION ON PRODUCE EXCHANGE

New officers were chosen on the New York Produce Exchange on June 5, to serve for the coming year. They were: George Rossen, president; Philatus H. Holt, vice-president; Edward R. Carhart, treasurer. Managers for two years; Philip S. Arthur, Henry Leverica, Watson S. Moore, Franklin A. Ryan, Richard L. Sweet and Thomas S. Young. Alfred Romer was elected trustee of the Gratuity Fund for three years.

## PROMOTION COMMITTEE GETS HELP

The Chicago Board of Trade voted affirmatively on June 9 to give the Promotion Committee of the Board the proceeds of an assessment of \$25 per year per member for the next three years for the purpose of enlarging its work. This will give a sum of \$40,000 per year or \$120,000 for the three-year term. J. F. Lamy, vice-president of the Board, is the chairman of this Committee and an active worker in its interests.

## IT ISN'T ALL ONE SIDED

Bullish local views are encouraged on reports of an unpromising start for the new crop; in some sections of ants and bugs in the fields. Trade advices more generally mention a favorable start and good progress. With abundant stocks still in hand and substantial reserves, with more positive evidences also of the approaching competition of Argentina offerings in foreign markets, it is our view that it will be wise to give heed to the fact that the export trade has been very irregular; that the reserves can't all be fed. It is a far stretch to say that the crop may not pan out good results. —Pope & Eckhardt Company, Chicago, Ill. From Market Letter of June 9.

## NO WHEAT SHORTAGE

There were claims of further reselling by the United Kingdom and other claims of export sales aggregating 1,000,000 bushels. While there has probably been some export business on the decline, it is doubtful that it has been large considering the news from abroad, which indicates a decidedly reserved attitude on the part of buyers. The visible supply with a decrease of 533,000 bushels proved a disappointment. The total visible supply of all grains in the United States is 44,000,000 bushels larger than last year, thoroughly discouraging all theories as to shortage.

Meanwhile new crop wheat is being cut and being contracted for in the country, which naturally means increased hedging pressure. The market has been strengthened technically, but it will require more than shorts covering to bring about any

substantial or sustained recovery in prices. On the other hand, prices may drag lower unless the situation presents something that will stimulate the investment demand. —J. Rosenbaum Grain Company, Chicago, Ill. From market letter of June 12.

## J. H. VAN DYKE

Just a moment, before we touch upon the history J. H. Van Dyke, well known Chicago Board of Trade grain man who, last month, became associated with the cash grain department of Hubbard, Warren & Chandler, we would call to remembrance a few of the illustrious members of the Van Dyke family whose careers and deeds seem worth recounting.

For instance, there's Sir Anthony Van Dyke, the Dutch painter of the Seventeenth Century who settled in England in 1632 and later became Court



J. H. VAN DYKE

painter to Charles I. He was second in portraits only to Titian. His heads have a peculiar grace, the expression true and inimitable and draperies are broad and simple with marvelous coloring.

Then, to pass by many others for want of space, there's our own Henry Van Dyke, professor of literature at Princeton University, author, lecturer, probably the most interesting and popular chautauqua speaker of this age. Have you read his "The Story of the Other Wise Man?" It's a story of dreams that would make the world a wonderful place could it but grow into realities. And now for the subject of our sketch after so much about his progenitors.

Mr. Van Dyke was born in Chicago in 1875 and has been in the grain business for the past 30 years, of which 25 years have been with Nye, Jenks Grain Company. He started with this house in 1896 as settling clerk and was made secretary in 1914 and vice-president in 1919. He also served as a director and was a director as well of the parent company, the Nye, Schneider, Fowler Company of Fremont, Neb. He left the Nye, Jenks Grain Company last November and formed his present connection in May. Mr. Van Dyke is married, has one son and makes his home in Austin, one of Chicago's delightful suburbs.

## ARRIVALS BRING GOOD PRICES

Receipts of corn the past week have been fair and while the demand has not been active, arrivals have been taken care of at fairly good prices compared with other markets. The largest indus-

trial buyers here were out of the market for a few days, but they are again buying. The eastern demand is very dull at the present time and country acceptances on bids are falling off. We look for very light receipts in the near future as farmers will no doubt be too busy to move their corn.

Receipts of oats have also been fairly large, and while the demand has been dull, prices have been holding up well in line with values of other grains. —Mueller Grain Company, Peoria, Ill. Market letter of June 12.

## BRIDES AND GRAIN CROPS

June, of course, is an important month for brides and grain crops. Much may happen to destroy the happiness of one or the condition of the other. Do not be caught napping if adverse conditions appear. The race is on between crop damage and harvesting. Recent conditions for the growing crop have been favorable and wheat cutting has started earlier than usual. It is well under way in Texas and parts of southern Kansas, and has been reported even as far north as southern Indiana. Some complaints of rust, chinch bugs and locust but mostly local and no serious developments as yet. Spring wheat states received rains which were greatly needed. Our numerous reports from Ohio, Indiana and Michigan advise wheat looking fine, corn all planted, except in a few sections, oats doing well. Only a few reports of rust in wheat, lack of moisture and chinch bugs. —Southworth & Co., Toledo, Ohio. From Weekly Market Review of June 10.

## PRESENT SUPPORT LACKING

All grains were under pressure and closed at sharp recessions, wheat leading in the decline. Hedging pressure following the start of harvesting operations in southern Missouri and Oklahoma, increased offerings of old wheat in the southwest, and lower foreign markets were the principal factors that caused the weakness in wheat. The support tendered last week by a leading cash and elevator interest was lacking, as was also speculative buying power, the confidence of which has been somewhat shaken by political interference with business. Coarse grains maintained a stubborn undertone during the early weakness in wheat, but finally gave way with the latter when the visible supply showed an increase of approximately 3,250,000 bushels corn. Reports indicate corn in some sections will soon need moisture relief. All of the markets need support and confidence. At the moment these props are apparently lacking. Lamson Bros. & Co. Chicago, Ill. From market letter of June 12.

## GOOD RECEIPTS OF CORN

There is considerable wheat now being offered locally in this territory. Many of the holders have over-stayed the market and therefore are reluctant to accept prevailing low prices. There is, however, more or less wheat being sold at present values and all indications point that there is more to come out than generally indicated.

Receipts of corn have been more than equal to the light demand, and stocks have commenced piling up in elevators. As this is not a very good time of the year to store corn, buyers are only taking on in small quantities. Prevailing prices have been somewhat under replacement values in western markets. There is some indication of a decrease in receipts but market continues very weak.

There is a very slow demand for oats in every direction. Stocks instead of moving out as they should have continued to increase and elevators



are not able to store on account of lack of bin room. Demand just now is very much lighter than the trade generally anticipated. The coal strike throughout the coal region continues to curtail the demand for all grains and seeds. Values prevailing here on all grades of oats are if anything under western asking prices.—*Harper Grain Company, Pittsburgh, Pa. Market letter of June 12.*

#### NEW VESSEL LOADING RULES

At a meeting of the grain trade of the Commercial Exchange of Philadelphia, Pa., held late in May, this addition to the grain rules was adopted: "Certificate of Underwriters' Surveyor Covering Loading of Vessels. All freight contracts for vessels loading grain only, on berth terms, shall contain the following clause: should vessel load grain only, vessel to load under inspection of Underwriters' Agents, at her expense, and to comply with their rules."

#### CONTRACT WHEAT AT TOLEDO

J. F. Zahm & Co. of Toledo, Ohio, say in Red Letter of June 3: "Soft White Winter and mixed wheats will be deliverable on contracts at a specified discount. This was agreed upon by a vote of the members of our Exchange yesterday. The fact that more Soft Winter wheat millers are using White and Mixed wheats, and the penalty is a liberal one, and White and Mixed wheat can be exchanged nearly always for Red wheat without very much if any expense, is the reason for this action.

It still makes Toledo a strictly Soft Winter wheat market as far as futures are concerned, and we hope our friends will do a little more trading or hedging in this market."

#### BIRDS, ROSES AND GRASS

The birds are singing, the roses are blooming and the grass is growing. Cows don't eat birds or roses but they do eat grass and plenty of it when they can get it. Consequently the demand for feeding stuffs is dull and we are experiencing a usual June "scenery" market.

Receipts of oats at Buffalo this month have been too heavy for the limited demand to digest and prices have consequently eased off 5 cents per bushel from the top. Corn has declined only slightly and that slowly and stubbornly, with receipts each day hardly adequate to the demand and the decline entirely in sympathy with the easier Western markets.

Eastern jobbers report light stocks and running from hand to mouth, so that when pastures dry up next month everything is indicative of a good old-fashioned summer business in coarse grains.

Wheat market is dull and slow sale. Millers are indifferent, supplying their requirements which are small, from local offerings and waiting for offerings of new crop wheat.—*J. G. McKillen, Inc., Buffalo, N. Y. Market letter of June 12.*

#### LOW STOCKS OF WHEAT AT ST. LOUIS

We have had a month of almost continual liquidation in wheat in this market and the result has been that the millers and flour buyers are afraid to buy a bushel of grain—they all figure that they can wait another day and save 3 or 4 cents a bushel on their buying, consequently they will not buy a bushel until they have to. All orders for grain now, or all sales, are marked "Rush." We are entirely out of stocks. It looks as though this old wheat has to come down to the new wheat basis before anything will be done. They are figuring on this July wheat to hit around the dollar mark and we think on that basis there will be some business worked, but above that, very little. Our cash wheat today was about 3 cents lower with hardly any demand.

We had a heavier run of corn today than was expected on this market and in fact our receipts of corn have been running a little heavier all along, than expected. One favorable condition we notice is that the corn mills that generally grind white corn, are all running short and can not keep up with their orders. We do not know how much cheaper this cornmeal is than mill flour, but any-

how they are using it more generally now than they have for the last 3 or 4 years. It looks as though this run of corn is going to be over in a few days and we will gradually get higher prices, but we do not look for any runaway market for some time, unless weather conditions are such that would warrant higher prices. The growing corn is not in the best condition in the southern half of the corn belt, but it went in under rather unfavorable conditions and the weather immediately after planting, was cold, so that the corn did not make very much growth, and now it has turned off hot and very dry.

In the oats pit we find a good demand for oats at all times and we have been able to take care of our receipts in very good shape. The market today was lower on a heavy run of oats, in sympathy with the weakness in wheat. General conditions surrounding oats are bad and we have not heard a single report on oats that was entirely favorable. Some say oats are getting along fairly well, but most of them report a very poor stand and poor growth. The Government Report is about the only favorable report we have had on oats. We look for these oats to work into a little stronger position, as the stocks are light everywhere except in Chicago.—*Elmore-Schultz Grain Company, St. Louis, Mo. Market letter of June 12.*

#### D. M. CASH LEAVES DECATUR

D. M. Cash, second vice-president of the Grain Dealers National Association, has discontinued his grain business at Decatur, Ill., and goes to Mans-



D. M. CASH

field, Ohio, on June 25 where he will assume charge of the plants of the Federal Mill & Elevator Company of Lockport, N. Y. He will conduct the general business of merchandising grain through the Mansfield elevator and also buy the Soft wheat for the Mansfield mill.

Mr. Cash has won a foremost position in the grain industry and is thoroughly acquainted with the business in all its details both from the country and terminal standpoint. He has done especial good work for the Grain Dealers National Association in increasing its membership and is one of the leaders in inducing grain firms to sign on the dotted line. His friends are legion and we join with them in wishing him success in his new undertaking in the Buckeye state.

#### CHANGES IN MEMBERSHIPS

Chicago.—New members recently admitted to the Board of Trade are: Leo E. Hill, Joseph Simon, Oscar E. Martin, Charles I. Rini, John Hayes, Joseph J. Jacobson, Jno. H. Van Dyke, Charles H. Deffenderfer, I. M. Jordan, H. J. Renn, Thomas A.

Black and Harry Corman. The memberships of the following have been transferred: W. H. Johnson, R. S. Van Borg, A. K. Munson, Jr., W. H. Reagan, H. M. Paynter, Jr., H. S. Williams, H. L. Snyder, C. B. Mueller, H. M. Herrin, B. R. Cahn, C. P. Andrews and W. L. Phelps. O. T. Anderson, Fred Hanssen and D. R. W. Boureau have been expelled. Reported by Secretary John R. Mauff.

Milwaukee.—V. F. Yahr has been admitted to membership in the Chamber of Commerce and the membership of John A. Stolper, deceased, has been transferred. Reported by Secretary H. A. Plumb.

Minneapolis.—The following transfers of memberships in the Chamber of Commerce were made recently: E. L. Mattson to W. T. Chapman; M. G. Magnuson to Stanley Partridge; and R. G. Dodge to H. A. Dew. The privilege of corporate membership was granted to Union Hay Company.

#### NEWS OF THE TERMINAL MARKETS

The Fuller Grain Company of Kansas City, Mo., has opened a branch office at Manhattan, Kan., with W. S. Gabel as manager.

Clarence S. Woolman of Hales & Hunter Company of Chicago, Ill., sailed recently for Bermuda where he will make a short visit.

F. L. Hebert is now representing Taylor & Bourne Company of Milwaukee, Wis., on the floor of the New York Produce Exchange.

S. P. Arnot & Co, grain firm of Chicago, Ill., have discontinued business, Mr. Arnot having become connected with the Updike Grain Company.

B. L. Hargis of the Hargis Grain Company, Kansas City, Mo., returned home early in June from Battle Creek, Mich., very much improved in health.

Hanson Brothers Grain Company of 525 North Ada Street, Chicago, Ill., have been incorporated by Roy P. Kelly, D. G. Boyd and Wm. G. Boyden, Jr.

Ralph W. Annis of Price Hill, a suburb of Cincinnati has been recommended for appointment as grain exchange supervisor of the Cincinnati district.

Fred C. Hoose of the Norris Grain Company, Kansas City, Mo., with Mrs. Hoose attended the convention of Shriners at San Francisco, June 12 to 14.

Joseph F. McCarthy, former representative at Duluth, Minn., of F. S. Lewis & Co., of Chicago has engaged in the grain business on his own account.

The Armour Grain Company of Chicago, Ill., has opened a branch office in the Corley-Forsee Building, at St. Joseph, Mo., under the management of L. Updike.

A. J. Lahiff, recently manager of the Sioux City office of the Van Dusen-Harrington Company of Minneapolis, Minn., has been transferred to the home office.

B. L. Nutting now represents Philip H. Schifflin & Co. of Chicago, in Iowa, South Dakota and Southern Minnesota. He makes his headquarters at Spencer, Iowa.

The Claiborne Commission Company of Kansas City, Mo., went into voluntary bankruptcy on May 15. Liabilities were listed at \$115,684.81 and assets at \$102,673.63.

John H. Van Dyke, for a number of years past with Nye, Jenks Grain Company has become connected with the grain cash department of Hulburd, Warren & Chandler of Chicago.

Work has started on an addition of three stories on the west side to the Grain Exchange Building, Winnipeg, Manitoba. The building will be carried up to the present northwest corner.

The Vye Grain Company of Minneapolis, Minn., has filed articles of incorporation with capital stock of \$100,000. The incorporators are W. R. Vye, Frank Funke and M. C. Sandberg.

The Fruen Grain Company has been incorporated at Minneapolis, Minn., to carry on a general merchandising business in coarse grains and feeds. Arthur B. Fruen, formerly president of the Fruen Cereal Company is president of the company, A. Semsch, vice-president and R. A. Fruen, secretary.



treasurer. The latter will be located at Oldham, S. D., where he will manage the company's newly opened office.

H. L. Saam, formerly in the New York office of Taylor & Bournique of Milwaukee, has formed a connection with the New York cash grain department of Bartlett Frazier Co. of Chicago.

The Moore-Lawless Grain Company of Kansas City, Mo., has opened a branch office at the Kansas City stock yards at 1529 Genessee Street in charge of J. H. Argersinger.

G. F. Ewe, vice-president and general manager of the Van Dusen-Harrington Company, grain merchants of Minneapolis, Minn., will sail with his family from New York on June 28 for a tour of Europe.

James J. Rogers, of the grain, flour and feed firm of Richardson Bros., Philadelphia, Pa., attended the meeting of the National Federation of Flour Clubs at Kansas City, Mo., May 31 and June 1.

Sherman Trask, formerly with the International Elevator Company of Minneapolis, Minn., recently returned from an extended trip to California and is planning to re-enter the grain business at Minneapolis.

W. E. Hotchkiss recently manager of the Norris Grain Company's office at Omaha, Neb., has formed a connection with the Marshall Hall Grain Company at St. Louis, Mo. He was succeeded at Omaha by I. S. Harden.

Henry A. Lederer of Lederer Bros., grain commission merchants of Baltimore, Md., gave an illustrated talk before the men's club of his church on the evening of June 1 on his recent travels through the Holy Land.

Raymond B. Wick of the East Side Iron Elevator Company of Toledo, Ohio, and Miss Helen Berdue were joined in marriage recently and after a honeymoon trip to the East will be at home to their friends in Toledo.

Joseph F. Costello of the old established grain and hay firm of Joseph F. Costello Grain & Hay Company of Cincinnati, Ohio, has entered the investment field as local representative of the Ohio Industrial Endowment Fund Company of Columbus, Ohio.

Commencing June 1, option and cash grain quotations from the Milwaukee Chamber of Commerce are broadcasted at intervals daily for the benefit of Wisconsin dealers and growers. The time of the reports is 10 a. m., 11 a. m., 12:10 p. m., and 1:25 p. m.

Kenton Keilholtz of Southworth & Co., Toledo, Ohio, and president of the Toledo Produce Exchange was recently chosen again for three years on the Board of Trustees of the Y. M. C. A. This makes nine years of consecutive service on the Board.

G. C. Henderson who has been connected with the Kansas City office of the J. Rosenbaum Grain Company of Chicago, Ill., has become manager of the Fort Worth office succeeding H. A. Merrill who has been transferred to Kansas City as assistant manager.

John R. Mauff, secretary of the Chicago Board of Trade, is the author of three recent articles for publication in a series of papers. Their subjects are: "Upbuilding of an Agricultural Nation," "Economic Value of Future Market," and "Determining World Grain Values."

The Randels-Feuquay Grain Company has been formed to take over the business of Wm. Randels Grain Company of Enid, Okla. The company will conduct a general wholesale grain business in addition to running their line of elevators. A membership has been taken out in the Enid Board of Trade.

The Quaker Oats Company of Chicago, Ill., recently underwent a change in the personnel of its officers as follows: John Stuart former vice-president was made president, and former president H. P. Crowell was made chairman of the Board of Directors. G. H. Gross, former manager of the feed department, resigned and was succeeded

by W. E. Suits. The directors voted to resume dividend payments on the common stock at 8 per cent per annum the first distribution occurring July 1. Dividends on the common stock were discontinued in April 1921.

The Stephens-Smith Grain Company of Spokane, Wash, has filed a petition for dissolution and articles of incorporation have been filed by the R. J. Stephens Grain Company of Spokane with a capital stock of \$25,000 by Richard J. Stephens, Charles E. Johnson and K. M. Knipe.

The Pioneer Grain Corporation of St. Paul, Minn., recently incorporated with a capital stock of \$250,000 to engage in the general grain and commission business. E. L. Thornton is president of the company, H. F. Fleming, vice-president, L. M. Abbey, secretary, John A. Wright, treasurer.

Col. L. W. Ainsworth, secretary of the Des Moines Board of Trade of Des Moines, Iowa, is a candidate on the Republican ticket for treasurer of the State of Iowa. He is an ex-service man, is especially qualified for the position and has the backing of thousands of farmers, bankers and business men throughout the state.

W. G. Press & Co. of Chicago announced their retirement from business June 15. The firm was started in 1877 and W. G. Press, its founder, retired about 20 years ago. Mark Bates, who has been connected with the house for 39 years and of late years its manager, will take a needed rest, spending the next three months in Europe.

J. Barry Mahool, former mayor of Baltimore, Md., and head of the firm of Frame, Knight & Co., grain commission merchants recently made an assignment for the benefit of creditors. Liabilities are estimated at about \$75,000 and nominal assets at \$100,000. The trouble is said to be due to bankruptcy of a customer who owed him money and unpaid claims from farmers. Reports are that Mr. Mahool expects to make full settlement.

## INCREASED CAPACITY AT BALTIMORE

In anticipation of the further expansion of the grain traffic at the Port of Baltimore, the Board of Directors of the Pennsylvania Railroad have authorized carrying to completion the company's new concrete grain elevator plant at Canton. The work was started early in June and will be pushed as rapidly as possible. It is the intention of the

management to have the work finished in time to utilize the elevator's maximum facilities for the handling of this year's grain crop.

The work remaining to be done consists of the construction of additional bins, which will add 1,300,000 bushels to the present storage capacity and will bring the plant up to the full capacity for which it was designed, viz., 4,250,000 bushels. This portion of the construction was unavoidably suspended during the war.

With the completion of the new elevator, the Pennsylvania Railroad will abandon and tear down the old wooden Elevator No. 1, which is still being used for auxiliary service.

The finishing of the new plant will give Baltimore one of the most modern and completely equipped grain elevators on the Atlantic Seaboard; it will represent a total investment of \$5,500,000. The structure is composed entirely of concrete and steel and is absolutely fire-proof, which carries the advantage of affording the lowest obtainable insurance rates on grain in storage. The plant is electrically operated throughout.

The elevator occupies a most advantageous position in Baltimore Harbor, being located on deep water, enabling the handling of vessels up to 35 feet draft. It has accommodation for loading four ships simultaneously.

Among the most noticeable features of the elevator are the four Stewart Link Belt Grain Car Unloaders, which automatically release the grain doors of the box cars, and at the same time empty the grain from the cars by turning them on their sides and rocking them from end to end. The unloading capacity of the four machines, operating together, is 40 cars, or about 80,000 bushels, per hour.

The elevator's working capacity for loading grain into ships exceeds 120,000 bushels per hour; 428,000 bushels have actually been transferred into vessels in a day, and this amount could be greatly surpassed if vessels were on hand to permit the operation of all facilities, simultaneously, at full capacity. During 1921, with its facilities only in partial operation, the elevator transferred from cars to ships 18,183,076 bushels.

The new elevator was first placed in operation in 1920, and occupies the site of the old elevator which was destroyed by fire in 1916. The entire plant was designed and built by James Stewart & Co., Inc. Engineers & Contractors at Chicago, Ill., of which W. R. Sinks is general manager and Thos. D. Budd is chief engineer.

## TRADE NOTES

A pneumatic grain door remover has been invented by J. A. Peterson, superintendent of the Western Maryland Elevator at Baltimore, Md., which is said to remove the door in one minute.

V. R. Todd, Chicago manager for the Hamilton Rubber Manufacturing Company of Trenton, N. J., and Tom Burrell of the Burrell Engineering & Construction Company, Chicago, Ill., were visitors at the meeting of Association of Operative Millers at Kansas City, Mo., June 5 to 10. Both these firms do a large volume of business among the southwestern grain and milling trades.

We present in this issue the advertisement of Horner & Wyatt, engineers of Kansas City, Mo., who make a specialty of plans, specifications, appraisals, valuations and reports for grain elevators, flour mills, etc. Both Mr. Horner and Mr. Wyatt have had wide experience in this class of work and have made appraisals for very many large mills, elevators and industrial plants in central and southwestern territory.

Sprout, Waldron & Co., of Muncy, Pa., were represented at the late meeting at Kansas City, Mo., of the Association of Operative Millers by C. W. Waldron, S. J. Elliott, H. C. Malsness and W. R. Leathers. One of the company's machines which

is very largely used by the grain trade is the Monarch Ball Bearing Attrition Mill. This is but one of many of the large line of serviceable machines for mills and elevators.

Igleheart Brothers, Evansville, Ind., have contracted with the Polk-Genung-Polk Company, Fort Branch, Ind., for two 20,000-bushel monolithic concrete grain storages, to be built at their grain stations at Millers Switch and Stewartsville, both in Indiana. The storages will be completed in time for handling this season's crop.

What is considered the largest single order for grain separators ever placed has been secured by the Invincible Grain Cleaner Company, of Silver Creek, N. Y. The order included 37 No. 8, and 9 No. 6 receiving separators. The Government of the Union of the South African States in conjunction with the United Railways of that country found it necessary to build grain elevators to handle the large crops of corn raised in the interior. They needed facilities for storing, cleaning and loading the grain into cars. The present undertaking calls for modern, concrete elevators, ranging in grain storage capacity from 40,000 to 120,000 bushels. Each of the elevators with a storage capacity of 72,000 bushels and under will be equipped with one Invincible Separator. Those above 72,000 bushels ca-



capacity will have two Invincible Separators. The manufacturers felt highly complimented upon receipt of such a nice order. They appreciate the tribute for the recognition of their efforts to build well.

## METHODS AND OPERATIONS OF GRAIN EXPORTERS

Complying with the Senate Resolution introduced by Senator Ladd on December 22, 1921, the Federal Trade Commission May 16 sent to the Senate part first of its report on "The Methods and Operations of Grain Exporters." This part deals chiefly with the interrelations and profits of grain exporters.

The letter of submittal, which briefly summarizes the report, follows:

The Federal Trade Commission submits herewith Volume I of a report on the Methods and Operations of Grain Exporters, pursuant to Senate Resolution 133, Sixty-seventh Congress, Second Session.

This volume deals with interrelations and profits of grain exporters in 1920 and 1921 while the next volume, which is in course of preparation, will discuss prices and conditions of competition. Exports of grain from the United States include some Canadian grain which cannot be separated from the domestic exports for some companies. For the companies whose profits were ascertained the results are presented for their business years which ended, in most cases, in June or December. Profits are shown both including and excluding gains or losses from transactions in futures. These transactions were generally hedges employed to reduce the business risks but apparently to some extent they were purely speculative ventures. Futures trading in wheat which was suspended during the war was not resumed until July 15, 1920; consequently the results for companies closing their business year June 30, 1920 showed no futures trading in wheat.

Profits were ascertained for most of the large exporting companies, excepting those located on the Pacific Coast and in Baltimore and for the bulk of the export grain trade. The Pacific Coast companies were omitted in order to make an earlier report, while the Baltimore companies, on advice of counsel, refused access to their books and records. The Commission is now taking legal steps to secure access to the books and records of the Baltimore companies.

The outstanding facts presented in this volume may be concisely stated as follows:

The business of export concerns, whose records were examined, was not homogeneous and there were marked differences in the field of operations of different companies. The purchases of some domestic exporters were largely made directly from country elevators or from the producer, while others made the bulk of their purchases f. o. b. (free on board) vessel at Atlantic or Gulf Seaboard. The sales of these concerns were usually made for delivery to the foreign purchaser at the foreign port of destination. Another important group combined the so-called "fobbers," who purchased grain in the interior for the purpose of selling to exporters f. o. b. vessel at seaboard. Some companies did a mixed "fobbing" and exporting business; they are grouped here according to the predominant character of their trade, and the profits shown are those for the entire grain business. The purchases of foreign concerns, with branches in this country, were usually made f. o. b. vessel at seaboard, while their sales were made directly to the consumer in foreign countries.

The bulk of the grain exported from the United States is handled by a comparatively small number of firms. In 1921, for example, eight concerns exported about 50 per cent of the total of 345,000,000 bushels of domestic and Canadian wheat exported from the United States, and 36 companies shipped over 85 per cent of that total. Wheat in this year constituted about 60 per cent of the total quantity of domestic exports of all grains.

A large proportion of the grain exported from the United States in 1920 and 1921 was handled

by foreign houses with branches in this country and by American concerns wholly or partly foreign owned. For example, in 1921, two foreign concerns with branches in this country exported slightly more than one fourth of all the domestic and Canadian wheat shipped from the United States ports, while 14 concerns owned or controlled by foreign investors exported over 38 per cent of that total.

There were three especially important groups of domestic-controlled companies engaged in the grain exporting business in 1921, viz.: the Gray-Rosenbaum group consisting of P. N. Gray & Co. Inc., the J. Rosenbaum Grain Co., and the Gray-Rosenbaum Grain Co., jointly owned by the first two companies; The Rosenbaum-Armour group which included E. F. Rosenbaum, the Armour Grain Company and the Peoples Industrial Trading Corporation, in which an important interest was held by the former two interests; and the Barnes-Ames group composed of the Barnes-Ames Company, and its subsidiaries. The first two loosely-interrelated groups together exported almost 41,000,000 bushels or nearly 12 per cent of the total domestic and Canadian wheat exported from this country in 1921, while the third group exported almost 17,350,000 bushels of wheat or 5 per cent of that total. In certain of these concerns there was some foreign financial interest or connection with foreign companies.

In the business of exporting grain as conducted at the present time in this country there is very little fixed investment in plant; almost all the funds employed being in liquid form and a large proportion generally borrowed. For 26 companies, exporting 134,000,000 bushels of wheat in 1921 or about 39 per cent of the total quantity exported, the total funds employed aggregated \$51,711,000 of which \$25,010,000 was borrowed. These 26 companies had net earnings (before payment of interest or Federal taxes) all of \$11,479,000, of which \$2,500,000 was payable as interest. The grain export merchant stores such grain as he holds in public warehouses and often sells again in a brief interval, and even on the same day. This is shown by the fact that for grain exporting companies, whose records were examined, the annual turnover of capital (capital stock, surplus and reserves) as indicated by sales was 23 times in 1920 and 31 times in 1921, while taking exporters and fobbers combined the annual turnover in 1920 was 22 times and in 1921 nearly 27 times. Taking individual companies several instances of companies having a turnover in 1920 or 1921 or more than 100 times a year are included. Although the average per cent of profit on each turnover was small, for exporters 2.5 per cent in 1920 and nearly 1 per cent in 1921, the frequency of turnover often gave large net profits on investment.

The books of 32 companies exporting 275,000,000 bushels of wheat, or 80 per cent of the total shipped from the United States in the calendar year 1921, were examined; five of these companies, exporting about 115,400,000 bushels, were American branches of foreign houses and their books and records in this country did not show their profits. The average profits of 18 companies, whose principal business was exporting, for their business year, (including gains or losses on transactions in futures) were 58 per cent on their capital stock, surplus and reserves in 1920 and 30 per cent in 1921. The average profits from transactions in futures for exporters were relatively small in 1920 and relatively large in 1921. The average rate of return on capital stock, surplus, and reserves, excluding gains or losses on futures, was almost 53 per cent in 1920 while there was a loss of over 3 per cent in 1921. As already stated most of these companies employed a large proportion of borrowed funds—about 50 per cent of the total funds used in 1920 and about 40 per cent in 1921. If the business is successful this method of financing, while enhancing his risk means relatively higher profits to the proprietor. The earnings of these companies (including gains or losses on futures trading) on the total funds employed in the business, including capital stock, surplus, reserves, and borrowed money averaged almost 29 per cent

in 1920 and 19 per cent in 1921. In considering these profits it may also be observed that financial resources appear to be less important than valuable trade connections, knowledge of conditions and especially credit. One of the most successful concerns in recent years appears to owe its growth from a small enterprise to a leading position to its favorable trade connections.

"Fobbers," i. e., companies selling grain for export f. o. b. vessel port of shipment, had somewhat smaller average profits than exporters in 1920 and higher profits in 1921. The average rate of profit on the capital stock, surplus, and reserves (including gains or losses from transactions in futures) for 7 companies in 1920 and 8 in 1921, was over 38 per cent in both years. The gains or losses on futures for fobbers did not have a very marked effect on the average result. As in the case of exporters, a large proportion of the funds employed by "fobbers" was borrowed money, which, of course, enhanced their risk. The average earnings on the total funds employed in the business including capital stock, surplus, reserves, and borrowed money (including gains or losses on futures) were almost 20 per cent in 1920 and over 27 per cent the following year.

For individual companies the financial results of both exporters and "fobbers," during 1920 and 1921 varied from considerable losses to large profits. Though a large part of the merchandising was hedged in the futures market, as already stated, apparently speculative transactions in futures also occurred. Thus for exporters the profit on capital, surplus and reserves, (including the losses or gains from future trading), ranged from somewhat more than 5 per cent to 448 per cent in 1920 and from a loss of over 20 per cent to a profit of 641 per cent in 1921. Excluding gains or losses from futures the range was from a loss of nearly 8 per cent to a profit of over 475 per cent in 1920 and from 55 per cent loss to a profit of over 410 per cent the following year. Wide ranges in the rate of earnings occurred with respect to the business of "fobbers," and wide variations also existed for both groups with respect to the profits earned on the total funds employed.

The average profit per bushel varied greatly for different grains and it was generally larger in 1920 than in 1921 for exporters. The average profit for wheat, excluding gains or losses on futures, was 8 cents per bushel in 1920 and only .3 of one cent in 1921. There was on the average a small loss per bushel on wheat futures in 1920 and a profit of almost 2.5 cents per bushel in the following year. The total average profit, on wheat, including futures, was 7.7 cents per bushel in 1920 and 2.7 cents per bushel the following year. On rye, the exporters on an average made a profit of 2.7 cents per bushel, excluding gains or losses on futures, in 1920, and only .6 of one cent per bushel in 1921. The average profit, including gains or losses on futures, was a little over 4 cents per bushel on rye in the former year, while there was no change for 1921. The exporters made on the average, a profit per bushel, on corn, excluding gains or losses on futures, of 1.2 cents in 1920, and a loss of 1.3 cents in 1921. There was an average loss on corn of 2.6 cents per bushel on futures in 1920, and a profit of 1.4 cents per bushel in 1921, which gave a net loss, including futures, of 1.4 cents per bushel in 1920 and a profit of only .1 of one cent per bushel in 1921. There were wide variations, of course, for individual exporting concerns.

For "fobbers" the average profits on wheat did not vary as much as for exporters and were in the neighborhood of 5 cents per bushel in both years, including or excluding losses or gains from futures. For rye, their average profits were very high in both years, especially in 1921 when they were about 25 cents per bushel, including, or excluding, gains or losses from transactions in futures. For corn, the "fobbers" lost on the average even more heavily than the exporters in 1920, but did a little better than the exporters in 1921. For individual concerns the results varied widely. The foregoing margins of net profit per bushel both for exporters and "fobbers" were calculated by



June 15, 1922

the Commission by allocating such expenses as were not distributed by the companies in the most practicable manner possible.

The United States Grain Corporation (and its predecessor, the United States Food Administration Grain Corporation) handled most of the wheat sold for export for the period September, 1917—June 30, 1920. During the fiscal year ending June 30, 1919, it sold 173,450,000 bushels of wheat for export and in the following 15 months 97,870,000 bushels. Although the Grain Corporation was not organized for profit, it added a small percentage to the cost of sales to cover expenses. The total net profits from all sources for the period September 1, 1917, to the end of February, 1921, amounted to approximately \$61,000,000. The rate of earnings on the total funds employed was about 10.5 per cent for the fiscal year ending June 30, 1919, and not quite 2 per cent in the following year. The profit per bushel for the Grain Corporation was a little over 4 cents per bushel on wheat (including the profits from the sale of wheat imported from Australia) for the period prior to June 30, 1919, and 2.6 cents per bushel for the next 15 months. On rye, it was 4 cents per bushel prior to June 30, 1919, and due to increase in value of inventories almost 23 cents per bushel the following year; the profit on barley was 6.6 cents per bushel in the earlier period, and about 3 cents per bushel after July 1, 1919.

While during most of 1920 wheat importations into the principal markets in western Europe were still largely controlled by Government organizations established during the World War, the grain trade was to a large extent decontrolled by the spring of 1921 and thereafter foreign government buying apparently no longer dominated the American grain markets.

Respectfully, Nelson B. Gaskill, chairman, Victor Murdock, John F. Nugent, Huston Thompson, Commissioners.

## BUILDING WITH CONCRETE

The publication of the address of A. C. Rynders last month on "Building an Elevator," brought a protest from the Portland Cement Association that the comparative cost figures given by Mr. Rynders were open to question, and that they doubted if concrete construction cost twice as much as wood. They also called attention to the fact that insurance and upkeep was so much less on a concrete house that the difference in cost practically disappeared.

This is a question of so much importance to grain dealers that we referred the letter of the Cement Association to some friends in the building trade who have had experience with both classes of building.

D. G. Eikenberry of the Eikenberry Construction Company, Bloomington, Ill., replied that for houses of the same capacity, both with steel legs, a concrete house would cost from 25 to 30 per cent more than wood. Much of the greater cost of the concrete house would be due to the fact that it requires a much heavier foundation than the wooden structure.

P. F. McAllister of P. F. McAllister & Co., also of Bloomington, writes as follows:

Answering yours of the 31st, regarding "Building an Elevator" by A. C. Rynders, we are pleased to give you our opinion regarding same, which is as follows:

Mr. Rynders states that he has asked western contractors for figures on these elevators of various types, and in another place, he states "elevator equipment is as varied as the number of contractors," which is very true.

Mr. Rynders' figures include equipment, which means power, scales, elevator legs, perhaps a sheller and cleaner, and perhaps a power house.

The concrete elevator he prices, may have all of these, while the wood elevator may only have part of such equipment, so that the comparison, in all probability, is not on identical construction.

Another thing, a foundation for a concrete elevator, as a rule, will cost twice as much as for a wood elevator. This then makes for a rather unfair comparison.

Another thing to consider, in his comparative prices, is the fact that materials for concrete construction are high west of the Missouri, compared to East of the Mississippi, whereas lumber is as reasonably

priced there, as East, and perhaps a little cheaper on account of lower freight rates.

Therefore, we believe taking all these "ifs" and "ands" into consideration, that Mr. Rynders has been conscientious in his compilations.

The only true comparison of costs between wood and concrete, so far as your correspondent is concerned, is to figure two buildings of identical general dimensions, excluding machinery and small buildings, such as office, power house, lean-to driveways, dust houses, etc., and yet, to give an owner a square deal, all of these items must be figured and lumped into one price.

As for approximate costs of a 20,000-bushel elevator in wood and concrete in Central States, east of the Mississippi River, our opinion, without making detailed figures, would be \$10,000 for wood, as against \$15,000 to \$16,000 for concrete, which means a difference of about 50 per cent instead of 100 per cent.

The replies quoted do not take the insurance and depreciation figures into consideration, but they do show that there is a room for a great variety of interpretations of this subject of comparative costs.

## UPBUILDING OF AN AGRICULTURAL NATION

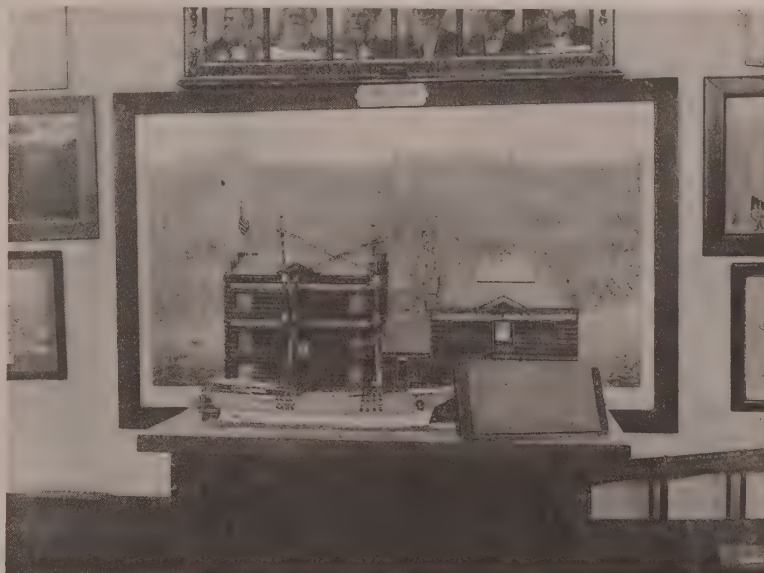
BY JOHN R. MAUFF\*  
Secretary Chicago Board of Trade.

Historians tell us that at the beginning of the eighteenth century English colonists were still confined to a narrow fringe along the Atlantic

broad outline the upbuilding of American agriculture and the inevitable creation of a world grain market in Chicago. It is important to note that in the 250 years preceding the year 1860, a total of 407,000,000 acres of land had been incorporated into farms. From 1860 to 1900, according to recent figures by Secretary Wallace of the Department of Agriculture, some 431,000,000 acres were added, more than doubling farm acreage. In 1860 there were 30,000 miles of railroads in operation. In the 40 years following 162,000 miles of rails were built and formed a network over the continent.

From the time the first farmers settled, a stream of agricultural products began pouring into Chicago, later bulging the sides of the town and resulting in the expansion of marketing and storing facilities with the lightning speed of a mushroom mining community. The inflow never ceased, and Chicago became a granary and storehouse of the foodstuffs of the world. Today the city is the gateway to a vast garden that sprawls out over an area wide enough to contain a score of small foreign nations. It is on the eastern rim of the great wheat area and at the northeast corner of the corn belt.

Back in 1848 the Chicago Board of Trade was founded by a little group of merchants. The purposes as set forth by the association of merchants



MODEL OF THE FIRST GRAIN SHIPMENT FROM CHICAGO

This model, which was exhibited by the Chicago Historical Society at the Pageant of Progress last summer, shows the warehouse of Newberry & Dole as it appeared on October 9, 1839, when the first shipment was made. The warehouse stood on North Water Street, just east of the Rush Street bridge. In the foreground is the big "Osceola" of Buffalo, which carried the first shipment, which totalled 1,678 bushels, to the East.

coast, except where navigable water afforded them opportunity to erect and maintain a defense against the savages. In the west the plains were black with buffalo and antelope. White traders glided up and down the interior streams bargaining for furs.

In the early days at the nineteenth century the finger of destiny began pointing to the new dream empire. Soon the historic pilgrimage west was under way. "Caravans of faith" was the name applied to the schooners that crawled toward the setting sun. Fired with golden dreams, the pioneers kept coming, with a skillet, axe, straw tick and sway-backed team as the chief accoutrement. On and on moved the straggling, unending lines.

At last farmers were pulling their schooners across Illinois and into Iowa. They planted grain and shipped it to Chicago, then a little town cuddled on the lake front.

Money from crops was used to purchase farm machinery—machinery that would accomplish in two days what the farmer had formerly labored a week to attain. Demand for plows, barbed wire, reapers and other implements resulted in construction of factories and mills; then came more schools and churches, highways and canals and railways that fulfilled the dreams of the earliest pioneers.

In a brief review it is only possible to trace in

and as followed today are "to maintain a commercial exchange; to promote uniformity in the customs and uses of merchants; to inculcate principles of justice and equity in trade; to facilitate adjustment to business disputes; to acquire and disseminate valuable commercial and economic information; to secure to its members the benefits of co-operation in the furtherance of their legitimate pursuits." Chicago was hardly more than a wagon-load market.

Let us glance at the grain center of today. Four hundred million bushels of all grains are received in Chicago in a year. Statisticians tell us this is equal to 20 trainloads of 50 cars each for every working day of the year. In a single day as much as 2,000,000 bushels of wheat have been received. Place this in 40-foot cars, each holding 1,000 bushels and it would make a 14 mile train. Place it in wagons, 50 bushels to a wagon and the procession would stretch out a distance of 150 miles. This will help to visualize the magnitude of the cash department of the Chicago Board of Trade.

In 65 years a total of over 12,500,000,000 bushels of grain has been received and 10,000,000,000 bushels shipped out of Chicago.

The importance of the cash market of the Board of Trade is far-reaching. There may be found a daily open competitive market in which the producer's wares are displayed to scores of buyers

\*This is the first of a series of three articles showing the growth of agriculture and grain marketing.



representing various interests through the world. Samples are taken from cars and placed in small bags on the tables of the exchange floor.

Besides placing the grain before a multitude of buyers, the open market provided by the Board of Trade gives to grower and owner the expert services of men who have made a lifelong study of marketing. These men are governed by the most rigid code of honor known to the business world. Their success depends upon giving the highest service possible to those who intrust them with the sale of grain. All buyers and sellers in this market must observe the strict rules laid down by the Chicago Board of Trade. Enforcement of these rules is one of the most vital functions of the Board. Infraction of rules is rare and brings drastic action against the offender.

### INVESTIGATING THE U. S. G. G.

The investigation of the Mansfield Committee of the Grain Dealers National Association by a Congressional Committee at the instigation of friends of the U. S. Grain Growers, amounted to a vindication of the National Association. The testimony offered at the investigation, however, prompted a second investigation by Congress, this time of the U. S. Grain Growers who have collected thousands of dollars and have dissipated the funds without accomplishing a thing toward marketing grain.

James K. Mason a vice-president of the Grain Growers testified on June 12 that a member of the Chicago Board of Trade had agreed to back the sales agency of the U. S. G. G. Further investigation revealed that the member in question was Burton F. Hales, and he admitted the fact.

The Senate Committee is interested in finding out where all the money went that was collected by the organization. The press reports of the investigation do not furnish any information as to the disappearance of the money.

### DECISION ON FUTURE TRADING ACT

The decision of the Supreme Court on the Future Trading Act, written by Chief Justice Taft, stripped of its legal references and quotation from the Act, was as follows:

The first question for our consideration is whether, assuming the Act to be invalid, the complainants on the face of their bill state sufficient equitable grounds to justify granting the relief they ask. We think it clear that within the case of *Dodge V. Woolsey*, 18 Howard 331, 341, 346, the averments of the bill entitle them to relief against the Board of Trade of Chicago, its president and its directors. The bill shows that the Act, if enforced, will seriously injure the value of the Board of Trade to its members and the pecuniary value of their memberships. If the law be unconstitutional then it was the duty of the Board of Directors to bring an action to resist its enforcement. It is quite like the case of *Dodge V. Woolsey*, in which the court said with respect to a similar refusal:

"Now, in our views, the refusal upon the part of the directors by their own showing partakes more of disregard of duty than of an error of judgment. It was a non-performance of a confessed official obligation, amounting to what the law considers a breach of trust, though it may not involve intentional moral delinquency."

The averments of the bill are that the Board of Directors refused the request to bring suit because they feared to antagonize the public officials whose duty it was to construe and enforce the Act, and not because they thought the Act was constitutional. They must be taken to have admitted this by the motion to dismiss.

A further question arises as to whether this is a suit for an injunction against the collection of the tax in violation of section 3224 R. S. in so far as it seeks relief against the district attorney and collector of internal revenue. In the case before us, a sale of grain for future delivery without paying the tax will subject one to heavy criminal penalties. To pay the heavy tax on each of many daily transactions which occur in the

ordinary business of a member of the exchange, and then sue to recover it back would necessitate a multiplicity of suits and, indeed, would be impracticable. For the Board of Trade to refuse to apply for designation as a contract market in order to test the validity of the Act would stop its 1,600 members in a branch of their business most important to themselves and to the country. We think these exceptional and extraordinary circumstances with respect to the operation of this Act make section 3224 inapplicable. The right to sue for an injunction against the taxing officials is not, however, necessary to give us jurisdiction. If they were to be dismissed under section 3224, the bill would still raise the question here mooted against the Board of Trade and its directors. The solicitor-general has appeared on behalf of the Government and argued the case in full on all the issues. Our conclusions as to the validity of the Act will therefore, have the same effect as did the judgment of the court in respect to the income tax law in *Pollock v. Farmers Loan & Trust Company*, 157 U. S. 429, to which the Government was not a party but in which the Attorney General on its behalf was heard in *Amicus Curiae*.

The Act whose constitutionality is attacked is entitled "An Act taxing contracts for the sale of grain for future delivery, and options for such contracts, and providing for the regulation of boards of trade and for other purposes."

It is impossible to escape the conviction, from a full reading of the law, that it was enacted for the purpose of regulating the conduct of business of boards of trade through supervision of the Secretary of Agriculture and the use of an administrative tribunal consisting of that Secretary, the Secretary of Commerce and the Attorney-General. Indeed the title of the Act recites that one of its purposes is the regulation of boards of trade. As the bill shows, the imposition of 20 cents a bushel on the various grains affected by the tax is most burdensome. The tax upon contracts for sales for future delivery under the revenue act is only 2 cents upon \$100 of value, whereas this tax varies according to the price and character of the grain from 15 per cent of its value to 50 per cent. The manifest purpose of the tax is to compel boards of trade to comply with regulations, many of which can have no relevancy to the collection of the tax at all. Even if we conceded, as we do not, that the keeping of a memorandum and of the particulars of each sale as a record for three years or more, not only of contracts for future delivery, but also of cash sales, neither of which are subject to tax in designated boards of trade, would help taxing officers in any way to detect the evasions of this tax outside of such boards, no such construction can be put upon the provisions which require the board of trade to prevent a dissemination of false or misleading reports or to prevent the manipulation of prices or the cornering of grain or which enforce the admission to membership in the board of the representatives of co-operation associations of producers or the abrogation of rules against rebate as applied to such representatives. The Act is in essence and on its face a complete regulation of boards of trade, with a penalty of 20 cents a bushel on all "futures" to coerce boards of trade and their members into compliance. When this purpose is declared in the title to the bill, and is so clear from the effect of the provisions of the bill itself, it leaves no ground upon which the provisions we have been considering can be sustained as a valid exercise of the taxing power. The elaborate machinery for hearings by the Secretary of Agriculture and by the Commission of violations of these regulations with the withdrawal by the Commission of the designation of the board as a contract market and of complaints against persons who violate the act or such regulations and the imposition upon them of the penalty of requiring all boards of trade to refuse to permit them the usual privileges only confirm this view.

"Our decision, just announced, in *Bailey v. The Drewel Furniture Company*, involving the constitutional validity of the Child Labor Tax Law completely covers this case. We there say:

"Out of a proper respect for the acts of a co-

ordinate branch of the Government, this court has gone far to sustain taxing acts as such, even though there has been ground for suspecting from the weight of the tax, it was intended to destroy its subject. But in the act before us, the presumption of validity can not prevail, because the proof of the contrary is found on the very face of its provisions. Grant the validity of this law, and all that Congress would need to do, hereafter, in seeking to take over its control any one of the great number of subjects of public interest, jurisdiction of which the states have never parted with, and which are reserved to them by the tenth amendment, would be to enact a detailed measure of complete regulation of the subject and enforce it by a so-called tax upon departures from it. To give such magic to the word 'tax' would be to break down all constitutional limitation of the powers of congress and completely wipe out the sovereignty of the states."

This has complete application to the Act before us, and requires us to hold that the provisions of the Act we have been discussing can not be sustained as an exercise of the taxing power of Congress conferred by section 8, Article I.

We come to the question then, Can these regulations of boards of trade by Congress be sustained under the commerce clause of the constitution? Such regulations are held to be within the police powers of the States. *House v. Mayes*, 219 U. S. 270; *Broadnax v. Missouri*, 219 U. S. 285. There is not a word in the Act from which it can be gathered that it is confined in its operation to interstate commerce. The words "interstate commerce" are not to be found in any part of the Act from the title to the closing section. The transactions upon which the tax is to be imposed, the bill avers, are sales made between members of the Board of Trade in the City of Chicago for future delivery of grain, which will be settled by the process of offsetting purchases or by a delivery of warehouse receipts of grain stored in Chicago. Looked at in this aspect and without any limitation of the application of the tax to interstate commerce, or to that which the Congress may deem from evidence before it to be an obstruction to interstate commerce, we do not find it possible to sustain the validity of the regulations as they are set forth in this Act. A reading of the Act makes it quite clear that Congress sought to use the taxing power to give validity to the Act. It did not have the exercise of its power under the commerce clause in mind and so did not introduce into the Act the limitations which certainly would accompany and mark an exercise of the power under the latter clause.

In *Ware & Leland v. Mobile County*, 209 U. S. 405, it was held that contracts for the sales of cotton for future delivery which do not oblige interstate shipments are not subjects of interstate commerce, and that a state tax on persons engaged in buying and selling cotton for future delivery was held not to be a regulation of interstate commerce or beyond the power of the state.

It follows that sales for future delivery on the Board of Trade are not in and of themselves interstate commerce. They can not come within the regulatory power of Congress as such, unless they are regarded by Congress, from the evidence before it, as directly interfering with interstate commerce so as to be an obstruction or burden thereon.

The injunction against the Board of Trade and its officers, and the injunction against the collector of internal revenue and the district attorney, should be granted, so far as Section 4 is concerned and the regulations of the Act interwoven within it.

### LIGHTNING PROTECTION MEANS TO BE STANDARDIZED

There are practical methods, practices, and appliances for protecting buildings against lightning, but because of unscrupulous agents who a score or more years ago succeeded in selling equipment that did not protect, all methods and equipment came into disrepute, says the Department of Agriculture. In order to put the mark of official and scientific sanction on lightning-protection methods, there was



recently appointed, through the collaboration of the Bureau of Standards, the Weather Bureau, and the American Institute of Electrical Engineers, a committee to prepare a code. Progress already has been made in the solution of this problem and many well-established principles have been made known to interested scientists and workers. It is hoped that the work of this committee will result in developing practical methods, practices, and appliances and make farm and other buildings.

## NEW CAPPER-TINCHER BILL

The new Capper-Tincher Grain Exchange Control Bill was introduced into Congress on May 31. Following is a full transcript of the Bill:

### A BILL

For the prevention and removal of obstructions and burdens upon interstate commerce in grain by regulating transactions on grain future exchanges, and for other purposes.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That this Act shall be known by the short title of "The Grain Futures Act."

SEC. 2. (a) That for the purposes of this Act "contract of sale" shall be held to include sales, agreements of sale, and agreements to sell. That the word "person" shall be construed to import the plural or singular and shall include individuals, associations, partnerships, corporations, and trusts. That the word "grain" shall be construed to mean wheat, corn, oats, barley, rye, flax, and sorghum. The term "future delivery," as used herein, shall not include any sale of cash grain for deferred shipment or delivery. The words "board of trade" shall be held to include and mean any exchange or association, whether incorporated or unincorporated, of persons who shall be engaged in the business of buying or selling grain or receiving the same for sale on consignment. The act, omission, or failure of any official, agent, or other person acting for any individual, association, partnership, corporation, or trust within the scope of his employment or office shall be deemed the act, omission, or failure of such individual, association, partnership, corporation or trust, as well as of such official, agent, or other person. The words "interstate commerce" shall be construed to mean commerce between any State, Territory, or possession, or the District of Columbia, and any place outside thereof; or between points within the same State, Territory, or possession, or the District of Columbia, but through any place outside thereof; or within any Territory, or possession, or the District of Columbia.

(b) For the purposes of this Act (but not in anywise limiting the foregoing definition of interstate commerce) a transaction in respect to any article shall be considered to be in interstate commerce if such article is part of that current commerce usual in the grain trade whereby grain and grain products and by-products thereof are sent from one State with the expectation that they will end their transit, after purchase, in another, including, in addition to cases within the above general description, all cases where purchase or sale is either for shipment to another State, or for manufacture within the State and the shipment outside the State of the products resulting from such manufacture. Articles normally in such current of commerce shall not be considered out of such commerce through resort being had to any means or device intended to remove transactions in respect thereto from the provisions of this Act. For the purpose of this paragraph the word "State" includes Territory, the District of Columbia, possession of the United States, and foreign nation.

SEC. 3. That transactions in grain involving the sale thereof for future delivery as commonly conducted on boards of trade and known as options or futures are affected with a national public interest; that such transactions are carried on in large volume by the public generally and by persons engaged in the business of buying and selling grain and the products and by-products thereof in interstate commerce; that the prices of such transactions are generally quoted and disseminated throughout the United States and in foreign countries as a basis for determining the prices to the producer and the consumer of grain and the products and by-products thereof in interstate commerce; that such transactions are utilized by shippers, dealers, millers, and others engaged in handling grain and the products thereof in interstate commerce as a means of hedging themselves against possible losses through fluctuations in prices; that the transactions on such boards are extremely susceptible to speculation, manipulation, and control, and sudden or unreasonable fluctuations in the prices thereof frequently occur as a result of such speculation, manipulation, or control, which are detrimental to the producer or the consumer and the persons handling grain and products and by-products thereof in interstate commerce and make such business unsafe and uncertain from time to time; and that such fluctuations in prices are an obstruction to and a burden upon interstate commerce in grain and the products and by-products thereof and render regulation imperative for the protection of such commerce and the national public interest therein.

SEC. 4. That it shall be unlawful for any person to

deliver for transmission through the mails or in interstate commerce by telegraph, telephone, wireless, or other means of communication any offer to make or execute, or any confirmation of the execution of, or any quotation or report of the price of, any contract of sale of grain for future delivery on or subject to the rules of any board of trade in the United States, or for any person to make or execute such contract of sale, which is or may be used for (a) hedging any transaction in interstate commerce in grain or the products or by-products thereof, or (b) determining the price basis of any such transaction in interstate commerce, or (c) delivering grain sold, shipped, or received in interstate commerce for the fulfillment thereof, except—

(a) Where the seller is at the time of the making of such contract the owner of the actual physical property covered thereby, or is the grower thereof, or in case either party to the contract is the owner or renter of land on which the same is to be grown, or is an association of such owners or growers of grain or of such owners or renters of land; or

(b) Where such contract is made by or through a member of a board of trade which has been designated by the Secretary of Agriculture as a "contract market," as hereinafter provided, and if such contract is evidenced by a memorandum in writing which shows the date, the parties to such contract and their addresses, the property covered and its price, and the terms of delivery, and provided that each member shall keep such memorandum for a period of three years from the date thereof, or for a longer period if the Secretary of Agriculture shall so direct, which record shall at all times be open to the inspection of any representative of the United States Department of Agriculture or the United States Department of Justice.

SEC. 5. That the Secretary of Agriculture is hereby authorized and directed to designate any board of trade as a "contract market" when, and only when, such board of trade complies with and carries out the following conditions and requirements:

(a) When located at a terminal market where cash grain of the kind specified in the contracts of sale of grain for future delivery to be executed on such board is sold in sufficient volume and under such conditions as fairly to reflect the general value of the grain and the difference in value between the various grades of such grain, and where there is available to such board of trade official weighing and inspection service approved by the Secretary of Agriculture for the purpose.

(b) When the governing board thereof provides for the making and filing by the board or any member thereof, as the Secretary of Agriculture may direct, of reports in accordance with the rules and regulations, and in such manner and form and at such times as may be prescribed by the Secretary of Agriculture, showing the details and terms of all transactions entered into by the board, or the members thereof, either in cash transactions consummated at, on, or in a board of trade, or transactions for future delivery, and when such governing board provides, in accordance with such rules and regulations, for the keeping of a record by the board or the members of the board of trade, as the Secretary of Agriculture may direct, showing the details and terms of all cash and future transactions entered into by them, consummated at, on, or in a board of trade, such record to be in permanent form, showing the parties to all such transactions, including the persons for whom made, any assignments or transfers thereof, with the parties thereto, and the manner in which said transactions are fulfilled, discharged, or terminated. Such record shall be required to be kept for a period of three years from the date thereof, or for a longer period if the Secretary of Agriculture shall so direct, and shall at all times be open to the inspection of any representative of the United States Department of Agriculture or United States Department of Justice.

(c) When the governing board thereof provides for the prevention of dissemination through the mails or in interstate commerce by telegraph, telephone, wireless, or other means of communication, by the board or any member thereof, of false, misleading, or inaccurate reports concerning crop or market information or conditions that affect or tend to affect the price of grain in interstate commerce.

(d) When the governing board thereof provides for the prevention of manipulation of prices, or the cornering of any grain, by the dealers or operators upon such board.

(e) When the governing board thereof admits to membership in and all privileges on such board of trade, under such terms and conditions as may be imposed lawfully on other members of such board, any duly authorized representative of any lawfully formed and conducted cooperative association of producers having adequate financial responsibility which is engaged in cash grain business in interstate commerce: *Provided*, That no rule of a contract market against rebating commissions shall apply to the distribution of excess earnings among the bona fide members of any such cooperative association.

(f) When the governing board thereof provides for making such changes from time to time in the terms and conditions of the forms of contracts of sale to be executed on or subject to the rules of such board as may be necessary to remove or overcome any material prejudice or disadvantage to sellers or buyers thereof, found by the Secretary of Agriculture, after investigation and public hearing and communicated by him to such board, which substantially affects the price or

prices of such contracts so as to render them hazardous or unreliable as hedges or price bases for transactions in interstate commerce in cash grain or the products or by-products thereof.

(g) When the governing board provides for making effective the final orders or decisions entered pursuant to the provisions of paragraph (b) of section 6 of this Act.

SEC. 6. That any board of trade desiring to be designated a "contract market" shall make application to the Secretary of Agriculture for such designation and accompany the same with a showing that it complies with the above conditions, and with a sufficient assurance that it will continue to comply with the above requirements.

(a) A commission composed of the Secretary of Agriculture, the Secretary of Commerce, and the Attorney General is authorized to suspend for a period not to exceed six months or to revoke the designation of any board of trade as a "contract market" upon a showing that such board of trade has failed or is failing to comply with any of the above requirements or is not enforcing its rules of government made a condition of its designation as set forth in section 5. Such suspension or revocation shall not only be after a notice to the officers of the board of trade affected and upon a hearing: *Provided*, That such suspension or revocation shall be final and conclusive unless within fifteen days after such suspension or revocation by the said commission such board of trade appeals to the circuit court of appeals for the circuit in which it has its principal place of business by filing with the clerk of such court a written petition praying that the order of the said commission be set aside or modified in the manner stated in the petition, together with a bond in such sum as the court may determine, conditioned that such board of trade will pay the costs of the proceedings if the court so directs. The clerk of the court in which such a petition is filed shall immediately cause a copy thereof to be delivered to the Secretary of Agriculture, chairman of said commission, or any member thereof, and the said commission shall forthwith prepare, certify, and file in the court a full and accurate transcript of the record in such proceedings, including the notice to the board of trade, a copy of the charges, the evidence, and the report and order. The testimony and evidence taken or submitted before the said commission duly certified and filed as aforesaid as a part of the record, shall be considered by the court as the evidence in the case. The proceedings in such cases in the circuit court of appeals shall be made a preferred cause and shall be expedited in every way. Such a court may affirm or set aside the order of the said commission or may direct it to modify its order. No such order of the said commission shall be modified or set aside by the circuit court of appeals unless it is shown by the board of trade that the order is unsupported by the weight of the evidence or was issued without due notice and a reasonable opportunity having been afforded to such board of trade for a hearing, or infringes the Constitution of the United States, or is beyond the jurisdiction of said commission: *Provided further*, That if the Secretary of Agriculture shall refuse to designate as a contract market any board of trade that has made application therefor, then such board of trade may appeal from such refusal to the commission described therein, consisting of the Secretary of Agriculture, the Secretary of Commerce, and the Attorney General of the United States, with the right to appeal as provided for in other cases in this section, the decision on such appeal to be final and binding on all parties interested.

(b) That if the Secretary of Agriculture has reason to believe that any person is violating any of the provisions of this Act, or is attempting to manipulate the market price of any grain in violation of the provisions of section 5 hereof, or of any of the rules or regulations made pursuant to its requirements, he may serve upon such person a complaint stating his charge in that respect, to which complaint shall be attached or contained therein a notice of hearing, specifying a day and place not less than three days after the service thereof, requiring such person to show cause why an order should not be made directing that all contract markets until further notice of the said commission refuse all trading privileges thereon to such person. Said hearing may be held in Washington, District of Columbia, or elsewhere, before the said commission, or before a referee designated by the Secretary of Agriculture, who shall cause all evidence to be reduced to writing and forthwith transmit the same to the Secretary of Agriculture as chairman of the said commission. That for the purpose of securing effective enforcement of the provisions of this Act the provisions, including penalties, of section 12 of the Interstate Commerce Act, as amended, relating to the attendance and testimony of witnesses, the production of documentary evidence, and the immunity of witnesses, are made applicable to the power, jurisdiction, and authority of the Secretary of Agriculture, the said commission, or said referee in proceedings under this Act, and to persons subject to its provisions. Upon evidence received the said commission may require all contract markets to refuse such person all trading privileges thereon for such period as may be specified in said order. Notice of such order shall be sent forthwith by registered mail or delivered to the offending person and to the governing boards of said contract markets. After the issuance of the order by the commission, as aforesaid, the person against whom it is issued may obtain a review of such order or such other equitable relief as to the court may seem just



by filing in the United States circuit court of appeals of the circuit in which the petitioner is doing business a written petition praying that the order of the commission be set aside. A copy of such petition shall be forthwith served upon the commission by delivering such copy to its chairman, or to any member thereof, and thereupon the commission shall forthwith certify and file in the court a transcript of the record theretofore made, including evidence received. Upon the filing of the transcript the court shall have jurisdiction to affirm, to set aside, or modify the order of the commission, and the findings of the commission as to the facts, if supported by the weight of evidence, shall in like manner be conclusive. In proceedings under paragraph (a) and (b) the judgment and decree of the court shall be final, except that the same shall be subject to review by the Supreme Court upon certiorari, as provided in section 240 of the Judicial Code.

SEC. 7. That any board of trade that has been designated a contract market, in the manner herein provided, may have such designation vacated and set aside by giving notice in writing to the Secretary of Agriculture requesting that its designation as a contract market be vacated, which notice shall be served at least ninety days prior to the date named therein, as the date when the vacation of designation shall take effect. Upon receipt of such notice the Secretary of Agriculture shall forthwith order the vacation of the designation of such board of trade as a contract market, effective upon the day named in the notice, and shall forthwith send a copy of the notice and his order to all other contract markets. From and after the date up which the vacation becomes effective the said board of trade can thereafter be designated again a contract market by making application to the Secretary of Agriculture in the manner herein provided for an original application.

SEC. 8. That for the efficient execution of the provisions of this Act, and in order to provide information for the use of Congress, the Secretary of Agriculture may make such investigations as he may deem necessary to ascertain the facts regarding the operations of boards of trade, whether prior or subsequent to the enactment of this Act, and may publish from time to time, in his discretion, the result of such investigation and such statistical information gathered therefrom as he may deem of interest to the public, except data and information which would separately disclose the business transactions of any person and trade secrets or names of customers: *Provided*, That nothing in this section shall be construed to prohibit the Secretary of Agriculture from making or issuing such reports as he may deem necessary relative to the conduct of any board of trade or of the transactions of any person found guilty of violating the provisions of this Act under the proceedings prescribed in section 6 of this Act: *Provided further*, That the Secretary of Agriculture in any report may include the facts as to any actual transaction. The Secretary of Agriculture, upon his own initiative or in cooperation with existing governmental agencies, shall investigate marketing conditions of grain and grain products and by-products, including supply and demand for these commodities, cost to the consumer, and handling and transportation charges. He shall likewise compile and furnish to producers, consumers, and distributors, by means of regular or special reports or by such methods as he may deem most effective, information respecting the grain markets, together with information on supply, demand, prices, and other conditions, in this and other countries that affect the markets.

SEC. 9. That any person who shall violate the provisions of section 4 of this Act, or who shall fail to evidence any contract mentioned in said section by a memorandum in writing as therein required, or who shall knowingly or carelessly deliver for transmission through the mails or in interstate commerce by telegraph, telephone, wireless, or other means of communication false, misleading, or inaccurate reports concerning crop or market information or conditions that affect or tend to affect the price of grain in interstate commerce, shall be deemed guilty of a misdemeanor, and, upon conviction thereof, be fined not more than \$10,000 or imprisonment for not more than one year, or both, together with the costs of prosecution.

SEC. 10. That if any provision of this Act or the application thereof to any person or circumstances is held invalid, the validity of the remainder of the Act and of the application of such provision to other persons and circumstances shall not be affected thereby.

SEC. 11. That no fine or imprisonment shall be imposed for any violation of this Act occurring before the first day of the second month following its passage.

SEC. 12. That the Secretary of Agriculture may cooperate with any department or agency of the Government, any State, Territory, District, or possession, or department, agency, or political subdivision thereof, or any

person; and shall have the power to appoint, remove, and fix the compensation of such officers and employees, not in conflict with existing law, and make such expenditures for rent outside the District of Columbia, printing, telegrams, telephones, law books, books of reference, periodicals, furniture, stationery, office equipment, travel and other supplies and expenses as shall be necessary to the administration of this Act in the District of Columbia and elsewhere, and there are hereby authorized to be appropriated, out of any moneys in the Treasury not otherwise appropriated, such sums as may be necessary for such purposes.

DANGER IN PATERNALISM

BY THOMAS B. McADAMS\*

One cannot view with too great sympathy the very serious situation which faced the average American farmer last fall. Fortunately, many factors have contributed toward stabilizing prices and resulted in a material increase in the value of fundamental commodities during the first three months of this year.

The financial situation, as it affected agriculture last fall, was a very serious one, but easing of money rates and credits have served materially to relieve this situation. The actual need for additional credit machinery is no longer so urgent. A great burden has been lifted from the country banks by the farmers being able to finance their mortgage loans through the War Finance Corporation. It should be possible for the country banks to supply this year all reasonable requirements from their farmer customers. But if our present machinery be not adaptable to this particular demand, then the bankers of the country should busy themselves to create such machinery as will properly take care of the situation.

I do not believe the proper solution would come through paternalism or that Government aid is needed. We have become too accustomed to lay our burdens on the Government and ask it to work out a plan by which the troubles of some particular group can be satisfactorily solved.

American initiative has never failed satisfactorily to meet a situation. I am convinced if this need does exist the American banker will have resourcefulness enough to intelligently solve the problem.

Present day troubles of the farmer are not so much one of finance as the necessity to improve marketing facilities and to adjust the value of his labor to conform with wages paid labor in other lines. There is no question but that co-operation of the farmer in putting his product upon the market is a step in the right direction, enabling him to distribute his sales over a reasonable period and eliminating some of the heavy costs which he previously had to bear, which have resulted in his not getting at all times a fair share of the ultimate consumption value of his products.

The principal danger in movement of this kind, when people band themselves together to correct such evils as may exist, is that often such momentum is created that after the situation has been adjusted the movement goes on until it no longer simply serves as a protection but becomes oblivious of the rights of others, imposing penalties upon them in many instances more severe than the abuses, whose correction was the basis for the organization of the original movement.

The farmers can render a great service to themselves and the country by providing the machinery for the orderly marketing of their products on a fair basis of value, but in doing this they must at

all times be careful not to forget that other classes of citizens have certain rights which must be protected and which the farmer should not willingly place in jeopardy.

Perhaps far more than any other group of American citizens the farmer is interested in a satisfactory adjustment of labor problems. He is interested in seeing every man secure a fair day's pay for a full day's work. But he cannot afford to countenance any group of men who expect the farmer to work from sun up to sun down and receive piece time wages while they, for their particular group, still demand short working hours and war-time compensation.

If the classes of our citizenship, who are striving to obtain specific advantages for their particular group, would realize that these advantages can only be obtained at the expense of other classes and that real prosperity for America is dependent upon all classes being properly remunerated in proportion to the character of work done; that class advantage at best is but temporary and will sooner or later react upon the beneficiaries, then we could be assured that the day is not far distant when there will be a greater degree of stability in business and agriculture.

MINNESOTA WHEAT VARIETIES

The agricultural authorities in Minnesota still recommend Marquis wheat, in spite of its record with black stem rust in 1919 and last year. Three varieties introduced last year, Ruby, Red Bobs and Kitchener, brought in from Canada are still considered in the doubtful list. Kota, a variety of common wheat imported in North Dakota is resistant to black stem rust, but does not seem to thrive as well in Minnesota as in North Dakota.

The Durums are not all resistant to black rust, as so many believe. Many of them rust as badly as common wheat. The best variety for Minnesota is Mindum, Minnesota No. 470. Two varieties that are still being tried out at the experiment station are Acme and Monad.

Among Winter wheats, Minturki, Minnesota No. 1507, is recommended for Minnesota. This wheat is the result of a cross between Odessa and Turkey Red Winter wheat made in 1902. Another cross-bred Winter wheat, Minhardi, Minnesota No. 1505, is recommended and Crimean, Accession No. 845, have also given good results. Red Rock, from Michigan, does not winter well as a rule in Minnesota.

BACTERIAL WHEAT DISEASES

Besides the well-known plant diseases like scab, smut and rust that afflict wheat, there are other diseases caused by minute bacteria. Two of these diseases, Black Chaff and Basal Glume Rot, have only been recognized in recent years as bacterial diseases.

The Black Chaff disease causes yellow or translucent stripes on the leaves, water soaked or black stripes on the stems and more or less sunken, dark stripes or spots on the glumes. In moist weather the bacteria often ooze to the surface of diseased spots as tiny beads or drops which dry yellowish. The kernels in a diseased head are not infrequently very shrivelled and they carry the bacteria on their surface as a thin film or in great numbers in corroded cavities.

The Basal Glume Rot disease affects leaves, heads and grain. On the heads, the glumes show a dull brownish black area at their base, occasionally extending over the whole glume. The grain inclosed by such diseased glumes shows varying degrees of under-development, the base or germ end varying in color from scarcely noticeable brown to charcoal black, and in these areas bacteria are found in great numbers. In severe cases the germ end of the grain appears as if it had been charred.

These diseases may develop into menaces of the wheat crop like black stem rust, or may disappear with changes in conditions. Relatively little is known of either disease.

\*From an address delivered before the South Dakota State Bankers Association. Mr. McAdams is president of the American Bankers Association.

STOCKS OF WHEAT IN THE UNITED STATES

ON FARMS		IN COUNTRY MILLS AND ELEVATORS.		VISIBLE SUPPLY.	
March 1.	July 1.	March 1.	July 1.	March 1.	March 1.
Bushels.	Bushels.	Bushels.	Bushels.	Bushels.	Bushels.
1912 122,205,000	22,275,000	.....	.....	57,080,000	23,350,000
1913 159,422,000	32,215,000	118,400,000	.....	62,785,000	30,163,000
1914 151,809,000	32,228,000	93,626,000	.....	57,021,000	14,999,000
1915 152,902,000	28,972,000	.....	.....	49,686,000	7,948,000
1916 244,448,000	72,760,000	.....	.....	43,553,000	42,628,000
1917 100,850,000	15,621,000	89,173,000	.....	59,652,000	14,209,000
1918 107,745,000	8,282,000	66,128,000	.....	3,725,000	785,000
1919 128,702,000	20,000,000	107,027,000	19,336,000	118,219,000	8,681,000
1920 169,904,000	17,556,000	123,233,000	36,180,000	56,875,000	24,034,000
1921 217,027,000	54,435,000	87,075,000	25,658,000	28,159,000	10,060,000
1922 121,126,000	.....	72,564,000	.....	41,278,000	.....

—From Soil Products Bulletin No. 12 of the First National Bank in St. Louis.



## NEWS LETTERS

## CINCINNATI

HARRY A. KENNY CORRESPONDENT

CINCINNATI grain and hay dealers report a fair volume of business for May. Sales were not as large as most traders anticipated, but they look for a much better improvement in the market this month. Wheat is so high that the mills are buying from hand to mouth for the most part and have no need for storage other than their own. The general feeling is that with the improvement of country roads and with some of the rush work of the spring on the farm out of the way there is likely to be more grain offered. Millfeed dealers report just a fair volume of orders. Receipts of wheat, shelled corn, oats and hay were slightly in excess of shipments for May, according to statistics compiled by the Cincinnati Grain & Hay Exchange.

Although rain postponed the baseball game which was scheduled as the feature of the annual outing of the Cincinnati Grain & Hay Exchange, it failed to dampen the ardor of the members who enjoyed themselves at indoor diversions. The affair was held at the Hermitage Club at Newtown, Ohio, on the Little Miami River. Dan Granger, William Riley and Lou McGlaughlin are members of this club and they saw to it that their fellow tradesmen were never in want of anything. It started to rain shortly after the members arrived on the picnic grounds and continued to do so throughout the major part of the afternoon. Immediately after the closing session on the floor of the grain exchange the members assembled in front of the Union Central Building where they boarded automobiles which conveyed them to the up-the-river summer resort. In the evening the members enjoyed a chicken dinner with all the trimmings and after some funny stories by "Bill" Riley, chairman of the Outing Committee, and some more indoor sport they departed for their homes.

Grain men of Cincinnati expressed regret last month upon hearing of the retirement of Joseph F. Costello of the Costello Grain & Hay Company from the grain business. Mr. Costello has been in the grain business for 30 years, 20 of which were passed with the Union Grain & Hay Company for which he was city salesman. Upon leaving the employ of the latter firm he founded his own firm and continued in business for 10 years. During that period he supplied the largest of Cincinnati's breweries with grain for the manufacture of their beer and feed for their animals. Mr. Costello, because of illness, said he could not devote the sufficient amount of time to his business which was necessary. With the advent of prohibition his business lost much of its activity, owing to the breweries closing down. Mr. Costello will enter the investment business as local representative of the Ohio Industrial Endowment Fund Company of Columbus, Ohio. He will conduct his new business in his present office in the Thoms Building, Fifth and Main Streets. Mr. Costello has sold his share of stock in the Cincinnati Grain & Hay Exchange to G. C. Beucler, hay merchant, with offices in the Greenwood Building.

Protests of the Cincinnati Grain & Hay Exchange against the two Steenerson bills recently introduced in Congress have been filed with Congressmen of the Cincinnati district. One of the bills provides that all grain exchanges shall be public markets open to trading by the public and the other takes away from the Secretary of Agriculture the making of grain standardization rules, giving that power to Congress after January, 1924. The Exchange here charges an initiation membership fee of \$1,000 as does that at Chicago.

Joseph Upmore and Robert Rasch, formerly with the Hawthorne Milling Company, are now engaged in the grain and feed business with an office in the Greenwood Building.

The directors of the Cincinnati Grain & Hay Exchange last month decided a claim for overcharge made against one of its members by a Kentucky shipper in favor of the out-of-town dealer. It was a case involving a marking charge and a freight rate ad-

justment. This is in keeping with the square-deal policy of the Exchange between members and producers. The rate charge was made on a presumption of a milling-in-transit rate, which was found not to exist to the point from which the shipment was made.

The hay and grain warehouse of the Early & Daniel Company, at Pike and Russell Streets, Covington, Ky., was damaged by fire last month. The origin of the fire is a mystery. For a time the blaze threatened to gain headway to a quantity of hay, but five streams of water which were played upon it brought it under control. The building occupied by the grain company is a three-story frame structure. The damage will not exceed \$7,000.

George Kals, for many years manager of the Hunt Street branch of the Early & Daniel Company, has been confined to his home for the past month, suffering from a nervous breakdown.

Elmer Voss, secretary and treasurer of the Bingham-Scholl Grain Company, returned to his desk last month, after an absence of several weeks. Mr. Voss was confined to his home for a time with a cold which settled on his chest.

John Lindsey, former manager of the Cleveland Storage Company in Cincinnati and prior to that connected with the Cleveland Grain Company, has been ill at his home in Oakley for the past three months.

The stork visited the home of Elmer Helle, secretary of the Cincinnati Grain Company at Covington, Ky., last month and left a 11-pound boy. Mother and son are doing splendidly, according to the latest reports from Mr. Helle.

Alfred Gowling, grain merchant with offices in the Union Central Building, Cincinnati, has received his commission as postmaster at Newport, Ky. Since January 1, Mr. Gowling has been acting postmaster. On May 24 Mr. Gowling's nomination was sent to the Senate by President Harding and was confirmed.

The application of Clifford J. Dils, grain dealer of Aurora, Ind., for membership in the Cincinnati Grain & Hay Exchange, has been approved by the Membership Committee.

Statements that the hay and grain trade from Ohio, Indiana and Michigan into Cincinnati for reshipment into the Carolina territory had fallen off 50 per cent by reason of the movement of the Ohio River from Cincinnati to Columbus in the rate making bases were made at the Hotel Gibson last month during the hearing before Examiner A. P. Worthington of the Interstate Commerce Commission. B. J. Drummond, traffic manager of the Cincinnati Grain & Hay Exchange, gave the testimony and made exhibits showing the hostile grain and hay rate adjustments of the 70 railroads which were made defendants in the action. The Board of Trade of Louisville, through intervention of W. A. Wilde, traffic manager, was also made a party in the proceeding. Testimony was given by D. W. Hopkins, C. E. Van Leunen, Elmer Helle, S. J. Boss and J. E. Collins, Jr., that the present rates constitute a discrimination against Cincinnati in the reshipment of grain and hay and grain products, which amounted to from 2 cents to 6 cents a hundredweight, according to the destination in the Carolina territory. Traffic Manager Drummond brought out that every rail carrier has recognized the Ohio River crossings as the dividing line between the Central Freight Association territory and the Southeastern Freight Association territory. The Interstate Commerce Commission has upheld this action on the part of the carriers in their rate adjustments. In the making of rates of every commodity and in every class with the exception of rates on grain and hay and kindred products and classes C and D, this division has been accepted. An arbitrary rate has been fixed on all these classes and commodities for movements north of the Ohio River, including Columbus. The railroads contended that there was no violation, because the distance by rail between Columbus and such points in the Carolina territory as Winston-Salem, Raleigh and Greensboro was less than in the all-rail route from Cincinnati to those points. They admitted that Columbus is 116 miles north of the Ohio River. The hearing occupied the major part of one day and at the close of the session Mr. Worthington said the evidence would be submitted to the Commission at Washington.

## ST. LOUIS

S. F. LARRIMORE CORRESPONDENT

THE official report of the Missouri State Board of Agriculture and the Government Crop Estimate Bureau is in part as follows: "Missouri wheat is going to harvest on 2,944,850 acres, having lost 3.7 per cent from acreage seeded last fall, and with the present condition of 87 per cent the yield should be 43,024,000 bushels. The May condition last year was 91 per cent, resulting in 34,390,000 bushels being harvested. Wheat lost 1 per cent in condition during the past month, and much of the crop on the overflowed bottom lands and flat uplands shows yellow spots and farmers predict short heads as a result. Hill land wheat looks good, and in nearly all these sections wheat shows a good growth, with a few counties reporting it too rank. Chinch bugs are reported in Maries and Randolph, and Hessian fly in Franklin County.

"Rye condition is 92 per cent upon a 2 per cent increased acreage, with better conditions in most sections upon the 26,000 acres, indicating 13.98 bushels per acre, or a total of 363,480 acres. Tame hay acreage increased 3 per cent over last year and is now 3,296,000 acres. Prairie hay also increased 1 per cent and is 130,000 acres. The condition of all hay is 92 per cent, indicating acre yield of 1.34 tons, or a total of 4,223,000 tons, which is 237,000 less than last year, but 62,000 above two years ago. Oat seeding is the smallest for many years. The condition is 65 per cent normal, with much of the crop just coming up. While final reports have not been received, from present information the acreage will be cut heavily from last year.

"Spring plowing is only 32 per cent completed, while spring planting is but 29 per cent done, both of which approximate one-half as much work completed as this time last year. During most of April it was too wet to do field work. Breaking corn land has been greatly delayed. Cotton planting is well under way in Pemiscot County."

Geo. Powell and J. O. Ballard, representing the St. Louis Merchants' Exchange, attended the meeting of the United States Chamber of Commerce at Washington, D. C., May 16, 17 and 18.

The Albers-Withers Flour & Feed Company, at Cape Girardeau, Mo., has announced the purchase of the entire stock and holdings of A. C. Bittlinger.

Admiral Benson, Frederick I. Thompson and George E. Chamberlain were in St. Louis recently to hold a hearing to determine the amount of export tonnage this district could supply if that section of the Merchant Marine Act providing for a preferential rail rates on commodities to be exported in American ships is put into effect. Admiral Benson, who is Commissioner of the United States Shipping Board, in a talk before members of the Chamber of Commerce, The World Trade Club, and the Manufacturers' and Merchants' Association, strongly advocated support of the American Merchant Marine, both as a commercial advantage and as a much needed arm of the Navy should we have another war.

The inventory of the estate of the late T. W. Carter, formerly president of the Carter Commission Company, who died here recently, has just been filed. He left his entire estate, valued at over \$600,000, in trust for his family.

At the horse show at Jefferson Barracks, St. Louis, held May 26, the class for five-gaited saddle horses, third ribbon went to Mary Garden, owned and rode by George Harsh, prominent grain man on the Merchants' Exchange.

The following were visitors to the St. Louis Merchants' Exchange recently: Glen A. Wisdom, of Kansas City; W. A. Newton and J. B. Wengert, of the Sutherland Mill Company, Cairo, Ill.; Stanley C. Smith, Pinckneyville Milling Company, Pinckneyville, Ill.; R. C. Davidson, Davidson Grain Company, Hutchinson, Kan.; Harvey H. Thompson of the Wilson Milling Company, Wilson, Ark.; M. L. Vehon, of Chicago; J. E.



Bennett, of Chicago; F. G. Miles, of Chicago; E. A. Mowrey, Hutchinson Grain Company, Hutchinson, Kan.; F. V. Potts, Kansas Flour Mills Company, Kansas City, Mo.; P. L. Thompson, New Orleans; B. F. Herron, Russell Milling Company, Russell, Kan.; Lester Howard, grain agent, Toledo, St. Louis & Western Railroad, Toledo, Ohio; J. M. Swick, Arnold & Swick, hay and grain dealers, Newton, Ill.; Hubert J. Horan, Philadelphia, Pa.; B. F. Manard, Penick & Ford, New Orleans; Byron Bowman, Scott County Milling Company, Sikeston, Mo.; John Ward, Dunlop Mills, Clarksville, Tenn.; J. H. Holtman, Blish Milling Company, Seymour, Ind.

Two hundred and twenty thousand of the 263,000 Missouri farms made complete reports to the Missouri Board of Agriculture last year, Secretary Mayes declared recently, in announcing that the state will gather complete statistics before the end of this year. This question will cover the subject fully and will enable the Board to compile accurate data as to the actual standing of all Missouri farms.

Charles B. Dreyer, of the Dreyer Commission Company, has made application for membership in the Merchants' Exchange. The following have also made application: William E. Hetchkiss, of the Marshall Grain Company; George Schoening, of the Columbia Star Milling Company, Columbia, Ill.; H. E. Merrell, Goffe & Carkner, Kansas City, Mo.; Frederick H. Diebel, Black & White Milling Company, East St. Louis, Ill.

Deliveries on May contracts in St. Louis were 404,000 bushels of wheat and 173,000 bushels of corn.

Shipments by barge line for May from St. Louis were: Corn, 532,152 bushels; oats, 9,500 bushels, and rye, 44,855 bushels.

Flour stocks in St. Louis were: June 1, 54,000 barrels; May 1, 1922, 58,300 barrels, and June 1, 1921, 42,400 barrels. Stocks of grain in public elevators were as follows: Wheat, 591,331; corn, 324,507; oats, 256,084; rye, 22,616; barley, 1,410, and Kaffir, 7,455 bushels.

On June 9, at Fairgrounds Park, the Merchants' Exchange Grain Men and Pit Men played the third game of a series of five with the score 10 to 6 in favor of the Grain Men. The best three out of five will claim the championship of the Exchange floor.

The series is now two and one in the Grain Men's favor, as Alex Harsh says: "The Grain Men sure have some darb of a team and look for them to win the series."

The following was the line-up:

Pit Men.....	Position.....	Grain Men
Nauman.....	Pitcher.....	Gundelfinger
Ahearn.....	Catcher.....	Fischer
O'Connell.....	First Base.....	Geigle
Ichertiz.....	Second Base.....	Steed
Breckman.....	Third Base.....	Heideman
Wright.....	Short Stop.....	Baumgartner
O'Toole.....	Left Field.....	Holweg
McTigue.....	Right Field.....	A. Schultz
Foerstel.....	Center Field.....	L. Schultz

F. M. McClelland and family, of McClelland Commission Company, motored up to Glenwood Springs, Wis., where he will spend two weeks' vacation.

W. E. Henry, of the Stanard-Tilton Milling Company, will spend two weeks' vacation around Chicago.

Chas. E. Valier, Valier & Spies Milling Company, will spend a month's vacation at Manitou Springs, Colo.

Chinch bugs are playing havoc with the young growing corn in Pettis County. Some of the wheat fields have been visited by the bugs, but no serious damage has been done. Harvesting will begin in some fields in central Missouri about June 19.

The members of the St. Louis Merchants' Exchange have adopted, by special election, the new rule recommended by the Joint Conference Committee on Grain Exchange Practices requiring non-member corporations to give written consent to commission houses showing that their officers have authority to trade in futures, before such trades shall be accepted.

The following letter was addressed by the Secretary Eugene Smith to the members on May 24: "The recently adopted amendment to Section 9 of Rule IV, relative to non-member corporations and associations, will go into operation on June 1, next. In order that there may be no interruption in the proper handling of the business of your non-member corporations and associations, and the execution of their orders, please send to this office a complete list of these non-member corporations and associations for whom you are doing business. We will then send to each one the proper form to be executed and returned to this office, where they will be kept on file, subject to your inquiry at any time. For any further information please correspond with this office."

On June 1 the following letter was addressed by Eugene Smith, secretary of the Exchange, to all members: "In order to carry out the provisions of the new rule recently adopted by a vote of the members relat-

ing to solicitors employed by members of this Exchange soliciting orders for the purchase or sale for future delivery upon this Exchange, or soliciting the purchase or sale of property to be shipped to this market, or soliciting consignments of property to this market for purchase or sale or for the disposition in any manner of property dealt in upon this Exchange, the Board of Directors respectfully request that you furnish this office with the name or names of solicitors employed by your firm, and also advise their address and the territory in which they are employed, in order that they be provided with a copy of the regulations, and the questionnaire to be answered by solicitors."



EXTENSIVE changes have been made in the Export Grain Elevator in the Buffalo Harbor by the Monarch Engineering Company, which tend to increase the efficiency of the structure. Motors have been installed to handle all elevating and conveying operations in place of steam power which has been used for many years. A new shipping bin of 5,000 bushels' capacity has been built and belt conveyors have been installed from the unloading leg to a new shipping leg which has been installed so that grain, elevated from large lake vessels, can be conveyed direct into Welland Canal and New York State Barge Canal size boats without having the grain enter any of the storage bins. The elevator has a capacity of unloading, conveying and reloading 18,000 bushels of grain an hour. The direct transfer of grain improves the efficiency of the structure because of the growing importance of Buffalo as a re-loading point for shipments destined to Montreal. Port Colborne, Ont., which always has been a big reshipping point is congested almost all season and Canadian cargoes are being brought to Buffalo elevators for reloading into smaller boats for shipment via the Welland Canal.

The A. E. Baxter Engineering Company, of Buffalo, announces that no work will be started until next spring or early summer on the proposed 500,000-bushel concrete grain elevator which it will build at Grand Rapids, Mich., for the Valley City Milling Company. In connection with the elevator there will be a 1,500-barrel flour mill. The elevator will be one of the largest in that section of the State of Michigan.

Grain receipts at the terminal elevators since the opening of navigation have been exceedingly good and there is a general feeling in the trade that the movement of grain down the lakes will continue brisk for some time to come. Within the last few weeks several orders have been received for boats that have wintered here to get up steam and get away at the earliest possible movement. Most of them will be engaged in the grain trade this season.

There has been an increase of a quarter of a cent in the grain rate from Fort William at the Canadian Head of the Lakes to Buffalo. Several big freighters have been chartered recently at 2¼ cents and it is declared in shipping circles that a further advance may be expected at any time. With the ore trade getting under way, grain shippers will be forced to bid up for tonnage and this situation will prompt ship owners to put additional boats in operation.

The Grange League Federation Exchange, Inc., operating a grain receiving warehouse on the Niagara River, has rebuilt the structure which was destroyed by fire some time ago and the buildings are again in operation.

The Buffalo Corn Exchange has received word that the New York State Department of Farms and Markets is making an effort in conjunction with the New York Hay Exchange to bring about abolition of the permit system for hay shipments by all railroads.

"The method required by any shipper of hay to get a permit to ship from a dealer in New York, who gets it from the railroad before the hay is shipped, has been a great handicap to farmers and shippers," says a statement from the State Department to the Corn Exchange. "It has discouraged the movement of hay to this market and has served no useful purpose. The Department finds that dealers secure these permits from the railroads without reference to actual shipments and use them as a means of soliciting business for themselves."

All the big terminal grain elevators, mills and warehouses were visited June 2 on a circuit tour of the city by members of the Chamber of Commerce and Greater Buffalo Advertising Club on a special train. The trip was the first move in the Boost Buffalo Industries campaign which will be undertaken in co-operation with the grain and feed industries of Buffalo. Among

the plants visited by the party were: H-O Company, Spencer Kellogg Elevator, Washburn-Crosby Milling Company, the American Linseed Company, Iron Elevator, Armour Grain Company, Concrete Elevator Company, Whitney Eckstein Seed Company, Wollenberg Milling Company, Nowak Milling Company, Urban Milling Company, Otis Elevator Company, General Flour & Feed Company, George J. Meyer Malting Company, Exchange Elevator Company, Thornton & Chester Milling Company, Monarch Elevator Company, and the Evans Elevator.

Harry Coulby, president of the Pittsburgh Steamship Company, has closed a contract with the American Shipbuilding Company, for the construction of two modern grain carriers to come out at the opening of next season. The boats will be built at Lorain and will be duplicates of the *H. H. Porter*. They will be 600 feet over all, 580 feet keel, 60 feet beam and 32 feet deep. The steamers will have triple expansion engines and steam will be furnished by Scotch boilers. Work will be started on the new ships at an early date and when they are completed the Pittsburgh Steamship Company will have 100 vessels, including 30 600-foot steamers. This will be the first addition to the grain fleet of the company in a number of years. A number of the company's boats were taken over by the Government during the war.

The prospect of many poor meadows in New York State this year leads the State College of Agriculture to suggest that it is not too late to reinforce the season's hay crop. The past winter was hard on meadows, the College says, and this, together with poor weather for new seeding last summer, has worked havoc with meadows all over the state. Oats for hay, alone or in combination with other grains, will save the situation, however, and produce more certainly a good crop of high class hay than any other crops, the College says. The mixture of barley, peas and oats does best on soils of medium to high fertility.

Prompt action by the firemen prevented what threatened to be a serious blaze caused by an overheated bearing in the engine room of the old Exchange Elevator at the foot of River Street early this month. The structure is one of the few wooden grain elevators remaining in the harbor, but it still is in daily operation. The fire was extinguished without any great amount of damage.

Construction of a fleet of electrically driven canal barges for carrying grain between Buffalo terminal elevators and the state owned elevator at Gowanus Bay, New York, is contemplated by the Inland Lakes & Rivers Rapid Transit Company, of Buffalo. Boats of the type that the company proposes to build will cost \$150,000 each.

The crop yield per acre of New York State farms is much higher than the yield per acre throughout the United States as a whole, according to figures announced by the United States Department of Agriculture and received by the Buffalo Corn Exchange. The figures show that New York's Winter wheat yield per acre was 19.5 bushels to 13.7 for the country; corn was 46 bushels per acre compared with 29.7 per acre throughout the country. The Empire State also was far ahead in yield per acre in Spring wheat, oats, barley, rye, buckwheat and beans.

Grain and seed merchants throughout western New York were shocked to learn of the sudden death of William H. Crosier of Buffalo, who since 1888 had been associated with the Irving Kester Seed Company in lower Main Street. Starting as a clerk with the company Mr. Crosier became a partner in the business with his father, the late George W. Crosier, and, after his father's death in 1906, he became proprietor of the seed business. Besides his widow he is survived by a brother and sister.

The Churchill Grain & Seed Company, of Buffalo, has brought suit in Supreme Court for \$567 against Charles E. Buckman of Arcade, N. Y., alleging that Buckman owes that sum for a car of oats which Buckman later refused and ordered sold to his account. The amount is the difference between the original sale price and the price when the oats were finally sold. Buckman has a counter claim for \$701 alleging that another car of oats ordered by him was not shipped in contract time and therefore caused him loss to the amount of the action.

Henry B. Curtiss has been named receiver under bond of \$10,000 for the wholesale grain and feed business of Orrin C. Lake and Helen M. Lake of Groveland, Livingston County, trading under the name of Ewart & Lake. The receivership is the result of an equity action brought in United States court for the western district of New York against the partnership by Bernard Sinsheimer and Silas Sinten and William Lowenthal of San Francisco, Calif., trading as Sinsheimer & Co. The action was brought on behalf of all creditors of Ewart & Lake so as to conserve the assets and prevent the filing of a multiplicity of suits.

The assets of the company are stated in the com-



plaint to be \$226,370 with liabilities of \$203,826 of which \$100,000 is due rural banks in western New York. It is stated that in 1919 the company made large purchases of China beans and due to the deflation of the market price of this product starting in 1920, the defendant sustained a loss of more than \$150,000. This, it is claimed, has impaired its capital with the result that Ewart & Lake has been rendered unable to meet their current obligations.

The defendant company admits the allegations, according to its answer filed in United States court in Buffalo and joined in the application for a receiver. It is set forth that the banks are willing to assist the receiver in continuing the business because there will be a big demand for seeds in June which the company could meet if the receiver would continue the business.

Ewart & Lake was established 40 years ago and has always been engaged in the grain, feed and seed business operating warehouses, mills and grain elevators in Perry and Castile, Wyoming County, and Tuscarora, Livingston County. Branches of the company also are maintained in Savona, Steuben County, and Rossburg, Alleghany County.

The common field bean this year is being sown in large quantities throughout New York State. Indications are that every agricultural county in the state, except four, will produce large quantities of field beans to go toward the 12,000,000 bushels consumed annually in the United States. For 75 years New York State has been a leader in the production of dry beans. This year, according to present indications, the state will produce something over 100,000 acres, yielding 1,500,000 bushels.

J. C. Fulde, who for 21 years has been associated with the Quaker Oats Company, and formerly manager of the Buffalo office of the company, has resigned to become sales manager of the Clover Leaf Milling Company of Buffalo.

The Buffalo hay market has been very quiet in the last month. Hay has been scarce and there has been few price changes. Latest quotations on track are No. 1, \$23@24; No. 2, \$21@22; and straw, oats and wheat, \$18@19.

Feeds have been dull and weak in the Buffalo market during the past month. There have been many price changes but the general trend of the market has been somewhat higher. Latest quotations in less than car lots in the Buffalo market are: Bran, per ton, \$26; standard middlings, \$26; flour middlings, \$31.50; red dog, \$36.50; cornmeal, coarse, feed, per ton, \$32; cracked corn, \$31.50; hominy, white, \$30.50; gluten, \$38; cottonseed meal, 43 per cent, \$59; buckwheat, 100 pounds, \$2.40, and Milo No. 3, per 100 pounds, \$1.80.

The Anderson Grain Company, Inc., of Buffalo, secured a warrant of attachment on two cars of baled flax tow in transit by the Fiber Products Company, of Minneapolis, Minn., as a result of an action brought by the Anderson company, against the Minneapolis concern for \$778. The action was filed in the County Clerk's office.

The United States Engineering Department has started to dredge the site of the old Watson Elevator off the foot of Main Street in connection with improvements in the inner harbor. The site of the elevator will be dredged to a uniform depth of 23 feet as a turning basin for the large lake grain carriers with cargoes consigned to elevators along the Buffalo River and Blackwell Canal. The Watson Elevator, a wood and corrugated iron structure, was one of the landmarks of the harbor. It has long been out of operation.

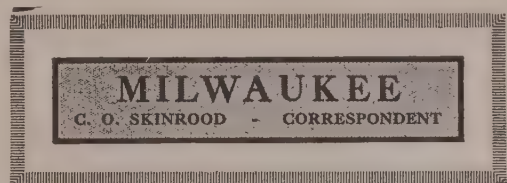
Negotiations are under way for the sale of the property at South Elmwood and West Mohawk Streets, Buffalo, occupied for many years by the Moffat Flour Mills, for a big garage. Officials of the Moffat Flour Mills have under consideration the erection of a modern milling plant at Cheektowaga, close to the Gardenville interchange yards. The present plant has a daily output of only 120 barrels but the proposed plant will have a daily capacity of 500 barrels. The company now hauls all its wheat from the Evans and Monarch Elevators, a distance of one-half mile. It is claimed the motor truck hauling charge is less than switching charges if the plant had been located on the railroad.

Fifteen hundred new members were enrolled in the Chamber of Commerce as a result of the five days' intensive campaign carried on by the organization. Grain, feed and milling interests rallied to the support of the Chamber with the result that these new members were obtained in the grain, feed and milling industry: Harry Cohen, president Manhattan Flour Company, M. F. Cohn, president of the Sunset Feed & Grain Corporation; F. G. Krueger, manager of the Pillsbury Flour Mills; Alfred F. Missert, treasurer of Henry & Missert Feed Company; William J. Seligmann, assistant secretary, George Urban Milling Company; George A. Sutherland, general manager of the Globe Grain

Company; Raymond George Urban and William P. Urban of the Urban Milling Company; Vincent H. Baethig of the Spencer Kellogg & Sons Company, mill; John B. Edwards of the Eastern Grain, Mill & Elevator Corporation; Katherine E. Lehrbach, secretary of the Anderson Grain Company; W. E. Marshall of the Churchill Grain & Seed Company; Frank A. Worth, credit manager of Spencer Kellogg & Sons Company, elevator and mill.

Among the Buffalo grain and feed companies, which made the five-day tour of western New York and Pennsylvania on the annual trade excursion of the Chamber of Commerce, were the Pillsbury Flour Company, Urban Milling Company and others.

The date of the annual convention of the Mutual Millers & Feed Dealers Association of New York and Pennsylvania has been tentatively set for July 20-21, according to E. C. Kessler of Jamestown, N. Y., secretary-treasurer of the organization. James H. Gray of Springville, Pa., is president of the Association.



RECEIPTS of grain have been of remarkable volume for this season of the year, according to Harry A. Plumb, secretary of the Milwaukee Chamber of Commerce. He attributes the large offerings to the fact that country elevators in all parts of the Northwest are now cleaning out all of their remnants of grain, so as to have their bins ready when the new crop begins to come in, which will be in a very short time. These remaining supplies of last year's crop were much larger than expected, Mr. Plumb maintains, and that has helped to make the grain receipts of formidable volume, he believes.

In the first week in June, the total of grain offered at the Milwaukee market was no less than 1,055 cars, as compared with 811 cars the week before, 778 cars a year ago, and 533 carloads in 1920. Offerings are actually double those of two years ago and one-third larger than last year.

Making the same comparison for the last week in May, receipts are disclosed of 811 cars as compared with 928 carloads the week before and 545 cars a year ago, and 425 carloads for the corresponding week of 1920. These figures also show that receipts were almost, or fully twice as large as those of preceding years. The flag end of the season when receipts are light is being replaced by an active season of offerings which is entirely contrary to the usual experience in the grain trade.

Receipts of grain for the first week in June were made up of 118 carloads of barley, 604 carloads of corn, 261 cars of oats, 26 cars of wheat, 45 carloads of rye and one carload of flax. This indicates large offerings all along the line with the usual emphasis on corn and oats which combined make up 75 per cent to 80 per cent of the total supply. These figures show that there is no real scarcity in grain in any line just at this time.

Milwaukee flour stocks are climbing again, contrary to the trend which has been manifest for many months, of letting stocks go down to lower and lower levels. The stocks on June 1 were in excess of 21,000 barrels, as compared with 6,000 barrels a month ago, 12,000 barrels for the corresponding date a year ago, and approximately 17,000 barrels two years ago.

Grain in store at Milwaukee early in June showed material declines from the large accumulation which was common just before the opening of navigation. Stocks of grain not needed for local consumption are now being shipped out with a fair degree of promptness. The grain in store shows 60,000 bushels in round numbers, 825,000 bushels of corn approximately, 892,000 bushels of oats, 144,000 bushels of barley and 69,000 bushels of rye. The bulk of the holdings are therefore in oats and corn with a supply in excess of 1,700,000 bushels.

Special reports received here from North Dakota, indicate an unparalleled fine crop outlook. The report says that Winter wheat has headed out everywhere, Alfalfa is ready for cutting, and crop conditions throughout the entire of State of North Dakota have seldom been as promising at this season of the year. South Dakota reports received here also indicate crops are 10 days late, but there is an abundance of moisture.

The opinions among Milwaukee grain men as to the exact meaning of the recent Supreme Court interpretation of the Capper-Tincher Law are not unanimous, but there is a definite feeling on the part of Secretary Harry A. Plumb, close student of the law, that annulling the 20 cents a bushel tax on futures, takes out the very essence of the statute. The tax on

puts and calls is allowed to stand, Mr. Plumb explained, this levy being declared enforceable, and the 20-cent tax on futures not being capable of enforcement.

One feature of the law will remain, Mr. Plumb says, which may be of considerable benefit and that is the full record which must be kept of all trading in futures. In this way, he contends, the Secretary of Agriculture can readily learn just how large this trading is, who has engaged in it and whether or not it was detrimental to the grain trade.

One other provision of the law was annulled, according to Mr. Plumb, and that was the provision permitting the co-operative associations to join grain exchanges without living up to the rule of not rebating on commissions for handling grain. The decision, Mr. Plumb says, would apparently make the co-operative organizations come in on the same basis as other members, compelling them to obey the rules and charge the same commissions for handling grains as all other members.

The June rate of interest has been fixed by the Finance Committee of the Chamber of Commerce at 6½ per cent in line with the gradually lowering interest rate.

Rye handlers of Milwaukee report that they expect the crop will be much larger than a year ago. The demand for export rye boosted the Milwaukee price recently up to \$1.10 a bushel. Now the No. 2 has dropped back to 95 cents a bushel. The chief demand at Milwaukee is for the Wisconsin grown rye.

A new rule, requiring non-member corporations to give authorization to commission houses, empowering non-member corporation officers or employees to make contracts for future delivery of grain for corporation account, before such orders will be accepted, has been adopted by the Milwaukee Chamber of Commerce. The rule protects non-member corporations and grain exchange members against abuses resulting from unauthorized trading and assists a farmers' co-operative company, for example, in preventing the misuse and waste of its funds.

Besides the usual confirmation, written notice of each transaction will be "mailed to some executive officer of the corporation other than the manager or officer giving the order." The officers of the Chamber of Commerce also declare that the rule further strengthens the position of the exchanges in providing mutual protection for all those who transact business on the exchange.

This rule was drawn up and submitted by the Joint Conference Committee of Grain Exchange Problems whose purpose is to iron out differences between producers and handlers of grain and to consider in an informal way the complaints which may arise.

Clifford Thorne, general counsel of the American Farm Bureau Federation, was made chairman of this Committee. L. F. Gates, of the Chicago Board of Trade, is secretary and the other members are closely connected with farm organizations. This wholesome rule will still further hedge in trading in grain futures and it will still further retard unauthorized speculation.

Officers of the Receivers Association for next year are: President, L. J. Beck; vice-president, James Hesseburg; secretary and treasurer, Conrad Kamm; directors, Ed. Heimke, John Lauer, A. L. Johnstone and Guy Blanchard.

The Milwaukee Chamber of Commerce has taken an important step in its decision to broadcast its grain quotations by Radio through the Gimbel Bros.' sending station. The new arrangement was worked out by the Markets Committee, consisting of L. L. Runkel, chairman, and assisted by Hugo Stolley and L. R. Fyfe. The Committee acted on direct recommendation of the Board of Directors of the Chamber who had asked for the service if it could be done from the practical standpoint.

Figures obtained by the Chamber indicated that whereas there were only about 60,000 radio receiving outfits in the country a year ago, the number has now risen to between 600,000 and 1,000,000. A special effort is going to be made to check back and see how many of the grain shippers in the Northwest to the Milwaukee market are taking advantage of this service.

The markets sent out are 10 a. m., opening on futures, the 11 a. m. quotations, the 12.10 p. m. prices and the closing. The weather report and the principal cash grain quotations will also be included. The Gimbel Bros. call is WAAK and the wave length for markets 485 miles.

The large interests in the favor of return of beer and the increased consumption of barley and other grains were given a jolt when Congressman A. P. Nelson of Wisconsin gave a number of addresses here, stating that there is no chance in the world that Congress will go back to light wines and beer by liberalizing the interpretation of the Eighteenth Amendment. "The agitation for light wines and beer is all camouflage," said Mr. Nelson in one of his addresses in Milwaukee. "The real issue is the attempt to bring the saloon back and that will never be done. I don't think that the American people will ever stand for that again. Recent elections have shown that there



are no hopes of easing up on the Eighteenth Amendment, on the other hand indications are rather for stronger enforcement." Mr. Nelson also addressed a large meeting of the Law Enforcement League and aroused widespread interest.

Intervention by the Minnesota Railroad Commission put an abrupt end to the hearing in Milwaukee before the Interstate Commerce Commission of the complaint of the Chamber of Commerce against the Chicago, Burlington & Quincy and other railroad companies, alleging discrimination against Milwaukee in rates on grain. The hearing was transferred to St. Paul where it was expected that the Minnesota Rate Commission would introduce new testimony.

The Minnesota Commission intervened on the ground that one of the rates involved, that from points in southeastern Minnesota to Duluth, were intra-state rates, and therefore of proper concern to the Minnesota Rate Commission.

H. M. Stratton, vice-president of the Donahue-Stratton Company, testified that as a result of the lower rate to Duluth than to Milwaukee from points in southeastern Minnesota, Duluth dealers can buy grain cheaper and sell at higher prices than Milwaukee dealers can. He said that the receipts of corn in Duluth jumped from about 13,000 bushels in 1920 to about 7,000,000 bushels in 1921, whereas the increase in Milwaukee was relatively less. The Chicago representatives present testified to similar discrimination against that city, due to the same set of conditions. Among the other Milwaukee grain men who testified to the effect of the alleged discrimination were A. L. Flanagan of the Milwaukee office of the Frazer Smith Company and Edward H. Dadmun of the Runkel & Dadmun concern.

The Wisconsin organization, working for the return of light wines and beer, is making redoubled efforts to sign up as many as possible for their cause and they claim the accession of hundreds to their ranks every day. The wets also held a meeting which was attended by many thousands of people. There is also talk current that the wets will make tremendous efforts to capture the Wisconsin legislature as the margin of dries at the last election was very small and might easily be overturned.

Wisconsin will have a state wide organization to back the St. Lawrence Deep Waterway. At a mass meeting held here in which W. L. Harding, former governor of Iowa, and H. H. Merrick of Chicago were speakers, a policy was outlined for actively backing the St. Lawrence project.

Phil Grau, executive head of the Association of Commerce, will take the necessary steps to get the new organization under way. Representatives from all of the leading civic associations will be asked to send delegates when a meeting is called.

One speaker at the mass meeting declared that the new waterway would save exactly 8 cents a bushel on handling of grain destined for Europe and that the farmer will get this money and it will come back to the cities again in the form of larger purchases. Mr. Merrick admitted that Milwaukee has a better harbor than Chicago, but suggested that Chicago might build a better one and thus take the palm for shipping away from Milwaukee. Mr. Merrick urged Chicago and Milwaukee and all the other forces of the Middle West to work together if the big project is to be put over.

Among the new members of the Chamber of Commerce are Lawrence J. Hessburg of the Froedtert Grain & Malting Company and V. F. Yahr of Princeton, Wis.

Normal temperatures, beneficial showers and abundant sunshine have been very favorable for all Wisconsin crops. Corn planting is about finished with some up and the stand excellent. All grains and grasses are said to be in very good condition. Winter wheat is heading out, but the stand is rather poor in the southeast part of the state and some rain is needed in the eastern counties.

Winter killing of wheat proved to be above the average—with not less than 16 per cent of the area abandoned, compared with a normal abandonment of about 10 per cent of area. The condition is estimated at 83 per cent, compared with a 10-year average of 86.9 per cent.

The outlook for rye in Wisconsin, however, is good with the condition of crop at 94 per cent, as compared with a 10-year average of 91.6 per cent. The abandonment proved to be only about 3 per cent and the yield is estimated in excess of 6,500,000 bushels, as compared with a harvest of 4,750,000 bushels last year and a five-year average of 5,661,000 bushels.

The Chamber of Commerce has prepared a summary of the manufacturing grain capacity of Milwaukee showing roughly that half of the vast quantity of grain received here could go into local consumption in manufacturing plants. The three flour mills, it is estimated, have a daily capacity of 4,600 barrels of wheat flour and 1,600 barrels of rye flour. If these mills were run to capacity they would require 7,600,000 bushels of

wheat and 2,700,000 bushels of rye annually. The two corn products mills turn out 2,800 barrels daily and would, on full time, need about 4,000,000 bushels of corn annually. The two oatmeal plants have a capacity of about 1,900 barrels daily and would require 14,000,000 bushels of oats annually to fill their needs. Nine malting plants in Milwaukee have an annual malting capacity of 14,125,000 bushels of malt and would require about 12,000,000 bushels of barley to produce this amount of malt. Besides this output, several plants produce feedstuffs and poultry products in large quantities.

President H. H. Peterson of the Milwaukee Chamber of Commerce attended the meeting of the Chamber of Commerce of the United States at the recent session in Washington. Mr. Peterson went in the dual capacity of delegate and national councillor.

D. G. Owen has been chosen trustee of the Chamber of Commerce Gratuity Fund for a five-year term, succeeding Clark Fagg, who refused to run again.

Large shipments of grain are reported by lake early in the season of 1922 and there is every indication that new records will be hung up for the entire season. At the time of starting navigation, stocks of grain were over 5,500,000 bushels. Now they have been reduced to a little less than 2,000,000 bushels. The latest compilation shows nearly 7,000,000 bushels of grain shipped this season of which 4,910,000 bushels were corn, 1,587,000 bushels of oats, 341,000 bushels of rye and 79,000 bushels of barley.

The bulk of the grain still goes to Canadian ports for shipment abroad and only about one-third of the aggregate went via the Buffalo route to an American port. Total shipments, out of the aggregate of almost 7,000,000 bushels, were 4,701,000 bushels to Canadian ports and only 2,173,000 went through Buffalo by the all-American route.

Besides this all water movement of grain, some 1,358,000 bushels of grain has gone by Pere Marquette boats across Lake Michigan and via rail to eastern centers. This movement was made up of 974,000 bushels of corn, 278,000 bushels of oats and 278,000 bushels of barley.



VARIOUS changes in inspection and weighing fees were discussed at a recent meeting between Governor Henry Allen of Kansas, Governor Arthur Hyde of Missouri, J. S. Hart of the Kansas inspection bureau and T. J. Hedrick of the Missouri office. The meeting was at Kansas City and due chiefly to recent agitation for lower fees, the claim for which was based on the fact that the inspection offices of both states have accumulated surplus funds the past season which are turned over to the state treasuries. In Kansas the Governor and the chief inspector establish the rates while in Missouri legislative action is necessary. For this reason it may take longer to make changes in the latter state.

Some steps have already been taken to reduce inspection costs. Beginning July 1 shippers to Kansas City will have to pay only one charge for inspection, even if their product is transferred from the Kansas to the Missouri side, or vice versa, unless reinspection is called for. Smaller inspection stations in Kansas which have been required heretofore to guarantee that receipts will equal the cost of operation will not have to make this guarantee hereafter, if the station in question has been functioning two years or longer. In cases where the station has been in operation less than two years it will be required to guarantee that receipts equal 75 per cent of cost of operation. All samples of grain submitted by farmer shall be inspected free of charge and a certificate of grade issued on same.

A voluntary petition in bankruptcy was filed recently by the Claiborne Commission Company, which listed liabilities of \$115,684.81 and assets of \$102,673.83. Difficulties of creditors were understood to be the chief cause of the financial troubles. Guy Claiborne, secretary of the firm, was a member of the Kansas City Board of Trade, and Hugh Claiborne held a membership in Chicago. The company maintained several private wires and had branch offices at Carrollton, Wichita, Lincoln, Nevada, St. Louis, Springfield, Mo., Sedalia, St. Joseph, Marshall and Holdrege.

Two Board of Trade memberships of the Kemper Grain Company have been sold, the one of W. A. Hinchman to Arthur Hartwell of the Washburn-Crosby Company and the one of Fred L. Bedell to E. C. Meserve, Jr., of the Hall-Baker Grain Company. Both sold for \$12,000, including the transfer fee of \$500. The affairs of the Kemper Grain Company, which went into the hands of a receiver several months ago as a result of the irregularities of two employees, are

being liquidated as fast as possible. Fred Bedell will be with the Farmers Union Jobbing Association and has applied for the membership of Alfred Hertz, for many years in the consignment department of the Hall-Baker Grain Company.

Export activity in wheat has been quiet at Kansas City the past few weeks. At the Gulf ports there has been little inquiry for new crop position and demand for nearby loadings has been for small lots. The supplies of low grade wheat some of which has been there since last summer has about been cleaned up. Recent sales of the poorer varieties have generally been by sample.

Wheat receipts at Kansas City in May were 3,964 cars, about 45 per cent more than in the preceding month and 27 per cent less than in the corresponding month a year ago. They were the largest May receipts in many years, with the exception of last year and the total was nearly twice the 10-year average. Corn exceeded the average and oats were a little under the average.

Fred Godfrey, Al Thels, D. C. Bishop, C. W. Lawless and Campbell Christopher were members of a recent trade trip of the Chamber of Commerce.

E. F. Emmons of the Simonds-Shields-Lonsdale Grain Company has returned to his office after an illness lasting more than two months.

As a part of a campaign originated by the Kansas City postmaster to acquaint various lines of industry with the methods of handling mail for the purpose of encouraging early and frequent mailing, a delegation of about 30 made a thorough inspection of the postoffice recently.

The Wheat Improvement Committee of the Kansas City Board of Trade is headed by Charles W. Lonsdale. The two other members are William Murphy and L. J. Morgan.

Harold Merrill of the Terminal Elevators has been elected a member of the Kansas City Board of Trade on transfer from E. W. Wagner. Herbert Monks of Goffe & Carkener has had the membership of H. T. Mulhall transferred to him.

The "leans" of the Board of Trade defeated the "fats" in their annual ball game recently by the score of 16 to 15. This is the first victory for the "leans" in the 15 or so years that the games have been played. In a golf tournament the "fats" won out by the score of 107 to 106, most members playing with a handicap.

Charges that grain freight rates from the Panhandle of Texas and eastern New Mexico are unreasonable and discriminatory against Kansas City were brought at a recent hearing in Kansas City before an examiner of the interstate commerce commissioner by four grain companies. The four companies were the Federal Grain Company, the Lathrop Grain Company, Goffe & Garkener, and Henry Lichtig & Co. Many railroads from the Southwest were cited in the petition, but those principally mentioned were the Rock Island, the Santa Fe and the Ft. Worth and Denver City line. W. R. Scott, the Board of Trade transportation commissioner, represented the grain companies.

Three special trainloads of corn about 75 cars, left Kansas City the latter part of May for the Mexican border, to arrive there before June 1, at which time a large import tax was placed in effect by the Mexican Government. It amounts to about 28 cents a bushel for corn and a little more for wheat. The shipment is one of the largest ever made from Kansas City to Mexico, though there is a more or less steady trade with that country from here. Local firms have not been advised of any special reason for the import tax other than it was of political origin. Crop news from there has not been out of the ordinary lately.

The chief effect of the big May deal in wheat at Chicago was to allow holders of cash wheat at Kansas City to dispose of the grain on a much better basis than would have prevailed if it had not been for the threatened squeeze. When the bull campaign first got under way elevators here contained about 7,000,000 bushels of wheat, practically all of which was of contract grade and for which there was only a limited demand in view. The holdings were the largest on record for this season of the year and were by far the largest of any of the terminal markets. As soon as the Chicago price had reached a point where it was relatively higher than this market or other southwestern points, buying of cash wheat for delivery in Chicago started and eventually around 4,000,000 bushels was sold from here and actually shipped out of local elevators in time for track delivery in Chicago. At one time Chicago May wheat was 16 cents over Kansas City May. The shipping difference is only 10½ cents a bushel. Elevator stocks the first of June were only 2,286,000 bushels. The high prices at Chicago also had the effect of encouraging farmers to



rush the marketing of their surplus wheat and there was a big increase in receipts in May, followed by a sudden decrease as soon as the Chicago deal was out of the way.

The only deliveries at Kansas City came in the last few minutes of the final session, 300,000 bushels. Before the near-corner at Chicago was apparent it was freely predicted that deliveries of 4,000,000 or 5,000,000 bushels would be made here.

## TOLEDO

C. O. BARNTHOUSE - CORRESPONDENT

NEGOTIATIONS have been undertaken by L. G. Macomber, traffic commissioner of the Toledo Chamber of Commerce with New York State authorities, looking to the establishment of a barge route from Toledo to New York terminals via Lake Erie and the New York Barge Canal. A new type of vessel is being developed especially for this service. This service would provide Toledo with cheap water transportation to the Atlantic Coast.

The Toledo Seed & Oil Company received a cargo of 109,000 bushels of flaxseed recently on which the duty was \$32,000.

The Central Ohio Thresherman's Association met recently at Marysville, and discussed the threshing situation for the coming season. Geo. Durbin, of Hilliard, produced figures showing that it costs 7½ cents to thresh a bushel of wheat.

The Pittsburgh Steamship Company, which has had a fleet of vessels tied up here for over a year, is moving them into service. Several have already departed and it is expected that the last one will be in commission by June 20. The Hocking Valley and Baltimore & Ohio coal docks are working continuously, loading coal for the Northwest from the West Virginia and Kentucky fields. About 5,000 cars per week are being loaded at both plants. The Wheeling & Lake Erie and New York Central docks, however, are idle on account of the coal strike.

The members of the Toledo Industrial Traffic League and representatives of the various transportation interests entering the city held a get-together dinner at the Toledo Chamber of Commerce on May 26. The object of the meeting was to discuss the problems of the shippers and carriers and informally map out a plan whereby shipping troubles could be eliminated as far as possible. Addresses were made by Thos. H. Hervey, president of the Toledo Transportation Club, T. J. Cook and R. W. O'Keefe of the New York Central, C. Harsh, of the Pere Marquette, and H. D. Wiley, of the Wheeling & Lake Erie.

Raymond B. Wick, of The East Side Iron Elevator Company, and Miss Helen M. Berdue of this city were united in marriage, June 1. They left immediately for a honeymoon trip to Niagara Falls and other eastern points.

Alphonse Mennel, president of the Mennel Milling Company, was on the trading floor June 8 for the first time in several months. He spent the winter in the South where he became ill, but he has fully recovered and is back at the office ready for business again.

Wm. Jossman, of the Caughey-Jossman Company, Detroit, spent a day here recently calling on the seed trade.

W. H. Haskell, formerly proprietor of the Haskell Mills, has just returned from an European trip. He reports a pleasant time, filled with new experiences. He says business on yon side of the Atlantic is still very sluggish, and seems to be for the moment, unable to pull itself together sufficiently to get a new start.

Jesse Young, of the Young Grain Company, transacted business in Kentucky the greater part of last week.

Raymond P. Lipe and John Luscombe have returned from a week's trip to New York City.

Thos. Sullivan, of F. S. Lewis & Co., Chicago, called on friends in Toledo last week.

T. N. Bryant, representing the Occidental Seed Company, of Salt Lake City, visited the Toledo seed dealers one day this week.

Farmers in northwestern Ohio have been delayed in their farm work to such an extent that they are just completing the planting of corn, and the outlook for a corn crop is not encouraging. Oats are uneven and have been badly hurt by the cold wet weather. It is impossible to reconcile the June estimate on the oats

crop with the many private reports that have been received from all parts of the grain belt. It would seem that the Government figures are at least 300,000,000 bushels too high, but after cutting this amount from the estimate we will have plenty of oats to go around, both for man and beast. Complaints of serious chinch bug damage to Winter wheat are being received from several northwestern Ohio grain dealers.

Fred Jaeger and J. A. Streicher, of J. F. Zahm & Co., expect to represent the firm at the Wholesale Grass Seed Dealers Association convention in Chicago, June 19-20, while Fred Mayer and "Bill" Cummings will do the same at the Ohio Grain Dealers Convention at Cedar Point, June 21-22.

L. A. Mennel, of The Mennel Milling Company, attended the recent convention of the Millers National Federation at Kansas City.

Among recent callers at the Toledo Exchange were the following: Alonzo Fetterman, of Haskins; Ed. Fernsdorf, of Lansing, Mich.; Lawrence Vocke, of Napoleon; Eli Short, of Stryker; R. E. Croninger, of Grand Rapids; D. J. Lloyd, of Waterville; Edw. Odenweller, of Ottoville; W. H. Pickard, of Bowling Green, and John Dirk of Weston.

## NEW YORK

C. K. TRAFTON - CORRESPONDENT

BY A PRACTICALLY unanimous vote the candidates named by the Nominating Committee to serve as officers for the ensuing year were elected at the annual meeting of the members of the New York Produce Exchange held early this month. The following were elected: President, George Rossen, steamships; vice-president, Philletus H. Holt, flour; treasurer, E. R. Carhart, banker; for members of the Board of Managers: Richard L. Sweet, flour; Franklin A. Ryan, steamships; Watson S. Moore, grain; Henry Leverich, grain; Philip S. Arthur, provisions; T. Sloan Young, oil products; for trustee of the Gratuity Fund, Alfrede Romer, flour.

The Board of Managers of the New York Produce Exchange have elected the following applicants to membership: Charles B. Crofton of Crofton & Co., grain; John W. Snyder of Hammond & Snyder Company, Inc., grain commission and export; M. Elsemann of M. Elsemann & Co., grain import.

Thomas Duffy, of the Melady Grain Company, is an applicant for membership in the New York Produce Exchange.

William Riemschneider, for many years a prominent figure in export grain circles, and head of Wm. Riemschneider & Co., on the New York Produce Exchange, was among those sailing for Europe late in May. It was stated that he intended to spend about three months traveling in Germany, Holland and Belgium.

Victor Newcomb, one of the representatives on the Produce Exchange of Morrow & Co., cereal merchants, recently returned to his post on the floor after spending two months on a business trip in Europe. Most of that time he spent traveling in the United Kingdom, Holland and Belgium. He found stocks of food-stuffs generally light and was gratified to observe a tendency to return to more normal conditions.

Members of the Produce Exchange, and especially those in the grain, hay and feed trades, were greatly shocked recently to learn that John W. Gasteiger of the old Brooklyn firm of that name had committed suicide by jumping from the eleventh floor of the Municipal Building. It was said that a series of business reverses had driven him to the deed, which proved doubly fatal as the body struck a passer-by, resulting in his death shortly afterwards. Mr. Gasteiger had been a member of the Exchange for several years.

Following the retirement of Secretary Lester B. Howe of the New York Produce Exchange as a result of his long and faithful service, members of the Exchange were not surprised to hear that another old Exchange official—even older than Mr. Howe—had virtually or in an essential way retired. It turns out that George H. K. White will cease to be Chief Grain Inspector of the Exchange late this month, or when he reaches the age of 80 years. He has held this office for 33 years and previous to that he was a deputy inspector from 1882. Although Mr. White has reached such an unusual age, no one would imagine it to see his bright and youthful appearing countenance and to observe his vigorous and energetic manner. His eye is still bright and his step as firm and sprightly as it was more than 20 years ago. In addition to his great personal popularity among members of the grain trade with which he has been connected since boyhood,

Mr. White enjoyed a world-wide reputation as a judge of all kinds of grain. In 1914, in commemoration of his twenty-fifth year as Inspector in Chief, he was presented with an appropriate set of resolutions and a gold watch by members of the grain trade, to which the employees of his department added a diamond-studded watch-charm. It is generally expected that Mr. White will no longer be expected to take an active part in the department, although he is nominally a deputy inspector. He has been succeeded by Laurel Duval as Inspector in Chief. Mr. Duval came from Washington as a United States Supervisor for the Bureau of Grain Standardization of the Department of Agriculture under laws and rules established a few years ago.

Robert B. Gentles, an old and popular member of the grain export trade on the New York Produce Exchange, recently identified with Milline, Bodman & Co., has severed that connection and has taken charge of a similar department for M. B. Jones & Co., Inc.

Fred L. Hebert, for many years an active cash grain broker on the New York Produce Exchange, is now manager of the cash grain department of the local office of Taylor & Bournique of Milwaukee, having taken the place of Henry L. Saam, who held that position for several years, but recently became associated in a similar capacity with the local office of Bartlett Frazier Company, commission merchants on the Chicago Board of Trade.

Albert C. Field, active and popular in local grain circles for many years as head of the firm of that name, received a hearty welcome early this month when he returned to his post on the New York Produce Exchange after spending about a month traveling in Europe.

Ralph C. Meek, for many years connected with the statistical department of the New York Produce Exchange, has become Grain Registrar of that organization, following the retirement of Lester B. Howe. It is generally agreed among members of the grain trade that Mr. Meek is thoroughly fitted to fill this office as his work for many years has been largely in connection with the Registrar's duties.

William H. Price, another employee of the Produce Exchange, with a long and excellent record in the statistical department, resigned his position a few weeks ago and became connected with the First National Bank of Jersey City, N. J., where he will have charge of the safe deposit vaults.

Andrew J. Hazelhurst, a prominent grain operator on the Chicago Board of Trade, who is also deeply interested in turf matters as a lover and breeder of fine horses, was among the recent visitors on the New York Produce Exchange, having come East chiefly to conduct negotiations for the purchase of property on Long Island.

Other prominent members of the Chicago Board of Trade who paid a visit at the Produce Exchange recently were: Lester N. Perrin, vice-president of the Nye Jenks Grain Company; A. O. Mason of the same company; Luther L. Dickey of McKenna & Dickey, grain merchants; Fred Frohmann of the Continental Grain Company; Harry S. Carroll, grain merchant; F. G. Delany, oats trader; James C. Jeffery of the Bureau of Trade & Transportation of the Board of Trade.

## DULUTH

S. J. SCHULTE - CORRESPONDENT

DULUTH commission men were gratified over the recent decision of the Interstate Commerce Commission denying the right of the railroads to put into effect a rate of 40 cents per 100 pounds on coarse grains from Minneapolis to New York. Arguments against the proposed rate were heard by the Commission early in April and the result had been awaited with interest in trade circles here. Duluth operators contended that considerable trade would have been diverted to the Minneapolis market had the rate gone into effect.

Boat rates on grain from Duluth and Superior have stiffened up lately owing to shipping having been withdrawn from the traffic with a picking up of the iron ore movement. After ruling for a time at 2 cents on corn and wheat for Buffalo delivery, the rate now stands at 2½ cents and in view of the lack of up-cargoes with the coal miners' strike on, it is thought that grain shippers will be compelled to pay around 2½ or 2¾ cents between now and the time the fall movement starts in. Stocks of all grains in the elevators have been cut down from around 23,000,000 bushels when the season of navigations opened to less than 5,000,000 bushels at present. Wheat stocks stand at



less than 725,000 bushels, including 500,000 bushels of Durum. One fair-sized freighter would take down all the Spring wheat left in elevators, and practically all the Durum on hand is on contract for prompt shipment to eastern millers and exporters

Canadian Spring wheat is being taken by millers on this market in spite of the duty of 30 cents a bushel under the emergency tariff. The Duluth milling companies have both been taking that grain for mixing purposes, owing to the light movement of the best domestic Spring wheat this way.

Stocks of oats in the elevators here have been cut down to around 2,000,000 bushels, as compared with over 7,000,000 bushels when navigation opened. Exporters at the season were willing to pay liberal premiums for heavy oats and holders have been taking advantage of the situation to unload stocks of which a large proportion were bought during the winter of 1921. In the interval, however, the elevators have been able to make their carrying charges during the dull period.

Confidence is steadily gaining in grain trade circles here regarding the outlook for next fall and winter. Elevator companies with line houses over the Northwest have been in receipt of optimistic reports during the last 10 days from over western Minnesota and North Dakota. It has been pointed out that while the promise appeared good at this time last year, soil moisture was then lacking so that the wheat plant shrivelled up during the long period of hot dry weather during late June and July. This season, however, the ground has been so well fortified with moisture that it is thought the wheat plant should be able to withstand considerable punishment through any hot spells that may develop from now on.

With grain receipts on the Duluth market running up to as high as 325 cars daily during the last month, handlers have found business the best for the fall end of the season experienced by them in several years. The run of marketing that has been maintained is regarded by dealers as evidence that last season's Northwest crops had been underestimated in some districts. Advices received from correspondents lately is leading operators to assume that the present movement represents cleanups of country elevators and marketing by growers of their remaining stocks.

Grain experts here are sanguine that the agitation by farmers for drastic marketing legislation will die down with the gradual restoration of normal conditions after the unsettlement and artificial markets created through the World War. Strong hopes are being entertained that export demand from the European countries will be on such a broad scale during the coming season that prices will be maintained at levels that will assure farmers fair returns for their wheat and other crops. In such case it is assumed that grain growers will not be ready to continue the agitation for the wrecking of the present marketing machinery through the grain exchanges. Commission men here are hopeful that their operations will not be hampered to any extent through the regulations of the Minnesota Railroad and Warehouse Commission as regards trading in futures that became effective on June 1. Records are being kept by operators here of all individual transactions whether in spot grain or in futures so that they are ready for inspection at any time by either state or Federal inspectors.

C. M. Case, who is associated with Spencer Kellogg & Sons, has been elected a member of the Duluth Board of Trade. No other business changes on the grain market here were reported during the last month. It has been intimated that elevator companies and commission houses are planning to increase their expert and clerical forces materially during the fall months in the event of the Northwest crops turning out according to present expectations.

Stephens H. Jones, for many years a prominent operator on this market and president of the Duluth Board of Trade back in 1910 and 1911, but now in the grain commission business in Chicago, was given a hearty reception by his friends when he made a visit here on the trading floor recently. He expressed himself as optimistic regarding the outlook in the grain trade next fall and winter in view of the bright crop prospects. He considered that cash grain operators in Chicago should be especially favored on account of good agricultural conditions in its immediate territory.

Elevator interests here are preparing to go after business in corn on a larger scale this fall and it is hoped that it will be marketed at this point from over a more extended area. The Barnes-Ames Company is credited with intentions of making special efforts in that trade through its connections over the territory. The Globe Elevator Company handled a large tonnage of corn during the last year.

Advices regarding the rye crop from over western Minnesota and elsewhere are leading the trade here to look for a heavy movement of that grain during

the late summer. Considerable rye was put in by farmers in districts where wheat seeding has been delayed through wet weather conditions last spring. Elevator men assume that it will be marketed early, as cutting of rye is expected to begin in this territory during the first week of July. Some new crop rye has already been sold on this market for export.

Trade in feeds and coarse grains is better than it has been in several years on this market, according to R. M. White of the White Grain Company. He considered that to be due largely to the numbers of horses being employed by contractors engaged in road contracts under the Babcock law. He mentioned as an example that to his knowledge one contractor is using 1,000 horses upon a road job in this district. Many contractors, according to Mr. White's information, are substituting horses for motor trucks as their experiences had demonstrated that horses are more satisfactory for that class of work.

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

THINGS are a bit quiet with the Louisville trade at the present time, there not being much grain held locally, while movement of hay is very light. Mills are down for the usual period between old and new wheat. Prospects make it appear as though there will be a good deal of wheat moved early this season, which may result in prices being low enough to cause millers and wheat buyers to purchase wheat for storage. It looks very much as if new wheat will be at \$1 a bushel shortly after the movement starts. At that price it is believed that buyers will be safe in taking chances and buying for future advance.

Generally speaking crop conditions look good. Farmers are more optimistic than they have been for some time. Tobacco prospects look good. As a whole the grain trade has not been very busy, there having been a good demand for poultry feeds, but mill and manufactured feeds have not been active. There has not been much storage grain in elevators the past month or so, and as a whole the trade is between seasons.

W. A. Wilde, of the traffic department of the Louisville Board of Trade, was recently in Cincinnati, at an Interstate Commerce Commission hearing, concerning complaints of the Cincinnati Hay & Grain Exchange, on grain rates from Columbus, Ohio, being the same to North and South Carolina, as from Louisville and Cincinnati, whereas on other commodities the rates are higher, indicating discrimination in favor of Columbus.

Active wheat milling will not resume in Louisville until early in July. Mills closing down for annual repairs, and while waiting on the new wheat crop. Wheat cutting started in some part of the state last week, and it is believed that new wheat will start moving to buyers about June 20 to 25, being a little late.

Last quotations on old wheat crop were around \$1.25 a bushel, for rail wheat. New wheat will probably start at about \$1.10 a bushel, at mill. Local mills have some holdover of old wheat, and probably will not force prices for wheat by bidding against each other very strongly for first arrivals, as has been the case in some years.

A big wheat crop is in anticipation in Kentucky. It is predicted that the crop will run 2,000,000 bushels ahead of that of last year, the estimate being 8,336,000 bushels, as against 6,340,000 last year. Rye is placed at 239,000 bushels, as against 180,000 last year. Hay is estimated at 1,271,000 tons as compared with 1,127,000 tons last year. It is estimated that 650,000 acres of wheat will be harvested this year, as against 634,000 acres last year.

Corn planting was late in Kentucky due to a lot of bad weather, and flooded river bottom, but it is now reported that a very fair crop has been planted, and that it has been doing very well as a whole, with the result that the usual good Kentucky corn crop is in prospect.

M. Verhoeff & Co., who for many years operated a local elevator, prior to a fire some three years ago, have definitely decided not to rebuild, having a very favorable working arrangement with the Kentucky Public Elevator Company, which has proven more satisfactory in many ways than operating a privately owned house.

Grain prices are fairly steady, cash quotations at Louisville showing No. 3 White corn at 65 cents; Yellow, 64 cents; and mixed, 63½ cents. Oats No. 3 White are quoted at 43@44 cents.

Feed is in fair demand, that is poultry feeds, but mill feed and manufactured feed is not as good as it

should be. There is a wide range on bran, some mills quoting as low as \$21.50 and up to \$26. Mixed feed is steady at \$27; middlings, \$28; hominy feed, \$27.50; and cracked corn, \$29.

Hay prices are higher as receipts are light, farmers not shipping much hay. Quotations show Timothy, No. 1, \$24; No. 2, \$23; Clover is not to be had. Mixed hay, No. 1, \$23, and No. 2, \$22. Wheat and oat straw, \$14; dry straw, \$16.

Prospects are for a high and steady market on oats according to some of the dealers, who claim that bad weather resulting in such light planting, that one of the shortest crops of years is in prospect.

F. C. Dickson, general manager of the Kentucky Public Elevator Company, Louisville, is spending a few days in St. Louis, on combined business and pleasure.

Movement of grain through Louisville has been very quiet the past month or so. Long time storage grain has moved out, holdings have been greatly reduced, and elevators are doing little other than making their daily in and out handlings. The Kentucky Public Elevator Company reported only 96,000 bushels of grain on hand consisting of 45,000 bushels of corn; 6,000 of wheat and 25,000 of oats.

The grain house of A. Brandeis & Son reported slow business, but that it was handling a little White milling corn, moving principally to the southeastern and Virginia territories.

Edinger & Co., reported fair demand for poultry feeds, the manufacturing department running steadily from 7 a. m., until 5 p. m., day in and day out at the present time. Hay has been moving in slowly, with demand slow, grain has been fair only, and mill feed is not in big demand due to good grass.

Prospects are for a very large hay crop this year. Cutting of some grades of hay started a few days ago. Much of the hay this year will be weedy, due to the long and heavy spring rains.

The grain trade of Louisville was saddened on May 21, to hear of the death on the previous night, at Lyndon, Ky., 10 miles from Louisville, of Joseph L. Clift, 60 years of age, prominent grain broker of Louisville, who had been in the grain business here for many years. No immediate relatives survive. Mr. Clift had been in poor health for a year. The remains were taken to Howell, Tenn., for burial.

## INDIANAPOLIS

EARL BULLOCK - CORRESPONDENT

A NOMINATING Committee to select the regular ticket to be voted on at the annual election this month of the Indianapolis Board of Trade has been named. In the order of the number of votes received, the members of the Committee are Brodehurst Elsey, chairman; Edward B. Raub, J. Martin Antrim, Frederic M. Ayres, Charles E. Hall, E. Clifford Barrett, Hilton U. Brown. The ticket selected will include candidates for president, vice-president and treasurer, to serve for a year, and 10 members of the Governing Board to serve for four years. It is probable there will be independent tickets which can be named by five members.

E. K. Sowash, who has operated a grain elevator at Middletown, Ind., for more than 25 years and who is interested in a bank there, announced recently that he had purchased a grain elevator at Crown Point, Ind. He is to take possession June 15 and will move his family to that city.

The H. M. Freeman Grain Company, of this city, has filed a preliminary certificate of dissolution with the Secretary of State.

Elmer N. Smith, of Frankfort, Ind., well known to the grain trade of this city, has filed a voluntary petition in bankruptcy in Federal court here. He lists his assets at \$10,325 and his liabilities at \$14,279.75. Among the assets named are three elevators at North Creek, New Bavaria and Holgate, Ohio, value at \$6,500.

An elevator and mill at Carlisle, Ind., was burned recently. The total loss is approximately \$25,000. The property was owned by C. L. Whalen. The fire is believed to have been caused by sparks from a passing locomotive.

The Farmers' Terminal Grain & Feed Company of this city has let contracts for milling machinery for the new flour milling plant to be opened by the company at Cumberland, Ind. It was announced today by George W. Sheek, president. The Nordyke & Marmon Company was awarded the contract for machinery valued at approximately \$5,000 and an engine



contract went to the Anderson Oil Engine Company, Anderson, Ind., for \$4,600. The new plant, which will cost \$15,000, will have a capacity of 125 barrels a day. The company has three plants in the state, the principal one being in Indianapolis. A new elevator has been completed at Lawrence, Ind., just north of this city.

Things are quiet around the Indianapolis Board of Trade. Vacation and golf have struck the members a fierce wallop. During the past week several members were seen at the various links in the city trying to lower their scores with more or less success. The hot weather of the past two weeks has caused several who have country places to hate town and others have gone farther north. Some of the faithful, however, are to be seen watching the boards every day.

Articles of incorporation were filed recently with the secretary of state for the Wabash Valley Sales Company, the company being organized for the purpose of doing a brokerage business in flour, seeds and grains. The organizers of the company are Frank C. Fishbeck, Horace C. Fishbeck, Finley L. Fishbeck and J. Fern Stevens, all of Terre Haute, Ind. The capital stock of the company is \$10,000.

Edward D. Evans, president of the Sterling Fire Insurance Company and of the Evans Milling Company, of Indianapolis, is negotiating with the owners of the Empire Theater Building in Indianapolis for the purchase of the property. The purchase would involve the transfer of property valued at nearly a quarter of a million dollars. The property is owned by heirs of the Houck Estate in Cincinnati, Ohio. The theater formerly was operated by the Houck Opera Company, but has been inactive for some time. The property, it is understood, will be offered to the Coliseum Committee of the Indianapolis Chamber of Commerce as a site for a downtown auditorium. Should it be rejected, it is said the property would be held as an investment.

James R. Roberts, 75 years old, of Carlisle, Ind., a resident of that city for more than half a century, during which time he was engaged in the lumber and grain business, died recently at his home. He was born at Harper's Ferry, W. Va., and went to Carlisle when 19 years old. He was in business with J. Frank Alumbaugh. He is survived by his widow and three children. He was a director in the Peoples State Bank.

## PHILADELPHIA T. A. SIEBER - CORRESPONDENT

ACCORDING to the monthly report of the statistician of the Commercial Exchange, the stock of grain in public warehouses in Philadelphia on June 1, was: 1,803,364 bushels wheat, 1,172,811 bushels corn and 83,904 bushels oats, compared with 1,161,572 bushels wheat, 1,364,720 bushels corn and 100,874 bushels oats on May 1 and 451,244 bushels wheat, 276,309 bushels corn and 242,703 bushels oats on June 1, 1921. Receipts of grain at Philadelphia during the month of May, 1922, were: 2,257,494 bushels wheat, 1,048,730 bushels corn, 342,824 bushels oats, 54,690 bushels rye and 23,386 bushels barley. Exports from this port during the month of May, 1922, were: 1,569,033 bushels wheat, 909,330 bushels corn, 59,925 bushels oats and 56,332 bushels rye.

New memberships in the Commercial Exchange have been petitioned for during the past month by A. J. Yeager, H. K. Gottshall, Joseph Rini and Newhall, Gross & Diffenderfer.

Edward R. Wood, vice-president of the Philadelphia Board of Trade, has returned from a tour to the Mediterranean of several weeks.

S. Townsend Zook, president of the Ezl. Dunwoody Company, grain merchants, and secretary of the Merchants Warehouse Company, and family, will occupy their cottage about June 15 at Ocean City, N. J., for the summer.

The feed and grist mill of G. E. Smith at Eldred, Pa., has been sold to Floyd and Ray Wolcott who will hereafter conduct the business under the name of Wolcott Bros.

S. Smedly & Son have sold their grain business, elevator and warehouse at Glassboro, N. J. to Schaeibel & Campbell.

H. G. Bolton, representing the American Milling Company of Peoria, Ill. recently visited the Philadelphia market.

Philadelphia trade bodies were well represented at the tenth annual meeting of the Chamber of Commerce of the U. S. A., held in Washington, D. C., a few weeks ago. Among the representatives from this city were:

Samuel L. McKnight of the Commercial Exchange, Emil P. Albrecht of the Philadelphia Bourse, William M. Coates of the Board of Trade, Alba B. Johnson of the Chamber of Commerce and J. S. W. Holton of the Maritime Exchange.

The elevator and warehouse of Charles S. Kalbach at Richland, Pa., which was destroyed by fire in March is now being rebuilt and motor power will be installed throughout the plant.

Charles I. Rini of the Parker Commission Company and Ellis McMullin, grain merchant, have returned from a fishing trip of several days at Anglesea, N. J.

C. E. Bates has resigned his position as manager of the Wayne Milling Company and will open a wholesale grocery, flour and feed business at Honesdale, Pa.

George A. Magee & Co., receivers and shippers of grain and hay, have opened an extensive office at 2823 N. Broad Street, Philadelphia, Pa.

Adam D. Bahmer, grain and hay merchant in the Bourse, will open his cottage at Atlantic City, N. J., about July 1, where he will make his residence for the summer.

Randolf Miller, grain importer of Christiana, Norway, was a visitor among the grain merchants on 'Change during the month.

H. B. Cassell & Son has entered suit in the Philadelphia Municipal Court against Robert Kearney to recover \$165 alleged to be due for feed.

The firm of Hiestand Bros. Company, grain and feed merchants at Lititz, Pa. has dissolved partnership and the business will hereafter be conducted by Stauffer and Homer Hiestand, trading under the name of Hiestand Bros.

Clarence S. Woolman, of Hales & Hunter Company, grain merchants of Chicago, Ill., recently visited his brother Walter K. Woolman, president of the Commercial Exchange, and then proceeded to Bermuda for several weeks stay.

Ball & Caldwell, Samuel B. Millenson, West Jersey & Seashore Railroad Company, Black Diamond Steamship Corporation, Commander Flour Company and S. T. Yost have been elected to membership in the Commercial Exchange.

Josiah Burkholder, aged 65 years, died at his home May 19 at Hummelstown, Pa. He was engaged in the grain and feed business there which his father established in 1868. He was also a school director and borough councilman, and active in religious and secret society circles.

Reports received by Philadelphia grain merchants indicate a bumper crop of winter wheat in the Shenandoah Valley, including Maryland, Virginia and West Virginia, and that it is in a fine growing condition.

The number of cars unloaded at the Girard Point Elevator during the month of May, 1922, was 553 wheat, 298 corn, 18 oats and 1 rye; at the Port Richmond Elevator, 982 wheat, 226 corn, 23 oats, 30 rye and 12 barley; at the Twentieth Street Elevator, 4 corn, 41 oats, 2 rye, 1 barley and 1 milo-maize.

A Western Maryland freight train hit an oil truck of the Gulf Refining Company which was thrown against the grain warehouse of Franklin Miller & Sons at Chambersburg, Pa., and exploding gasoline set fire to the building, destroying it and its contents. The loss is estimated at about \$25,000.

Embargo placed by the Philadelphia & Reading Railway Company on carload export freight moving on through export bills of lading, is modified to permit all shipments of grain to come forward consigned to Philadelphia for export or to Port Richmond Elevator, Philadelphia, moving on either through export bills of lading or domestic bills of lading. Embargo is still in effect on all other carload export freight moving on through export bills of lading.

An ordinance appropriating \$25,000 to the department of wharves, docks and ferries, to boost the port of Philadelphia, has been signed by J. Hampton Moore, Mayor, but before signing the ordinance, he received an opinion from the city solicitor that the funds could not be directly turned over to an agency not affiliated with the municipal machinery. Expenditure of the funds will be made through the department, although the newly organized Port of Philadelphia Ocean Traffic Bureau will carry on the work.

According to the Bureau of Crop Estimates of the Department of Agriculture, the condition of winter wheat in Pennsylvania on June 1 was 95 per cent of a normal compared with 93 per cent on May 1 and a 10-year average of 88 per cent, forecasting a yield of 26,294,000 bushels which is 682,000 bushels over the May 1 estimate. The condition of oats in Pennsylvania on June 1 was 93 per cent of a normal compared with a 10-year average of 90 per cent, forecasting a yield of

42,600,000 bushels. The acreage of oats in this state is given as 1,238,000 and is 100 per cent of the 1921 acreage.

A meeting of the grain trade of the Commercial Exchange was held recently and the following addition to the Grain Rules, which will be known as Section 2 of Rule XII, was unanimously adopted: "Certificate of Underwriters' Surveyor Covering Loading of Vessels. All Freight contracts for vessels loading grain only, on berth terms, shall contain the following clause: Should vessel load grain only, vessel to load under inspection of Underwriters' Agents, at her expense, and to comply with their rules."

## GRAIN NEWS FROM BOSTON

BY L. C. BREED

Connell Coal Company, Haverhill, Mass., has been incorporated with a capital stock of \$50,000 to handle fuel, feedstuffs and building materials. The incorporators are John Connell, Richard H. Connell and Arthur W. Connell, all of Haverhill.

Cereals, Inc., Somerville, Mass., has been incorporated with a capital stock of \$10,000 to handle food products. The incorporators are Arthur M. McGinness, David Levibe, Daniel E. Samuel and others.

The Crosby Milling Company, Boston, has been incorporated with a capital stock of \$150,000 to handle feedstuffs and merchandise. The incorporators are Charles M. Cox of Melrose, Herbert L. Hammond and Frank J. Ludwig of Boston.

The Shipping Board recently agreed to put steamships on berth in Boston for Rotterdam and Antwerp in order to move a quantity of cereals which Boston exporters had arranged to send from here.

F. L. Davis, manager of the maritime department of the Chamber, recently stated that while in Philadelphia he conferred, during the convention of the Foreign Trade Council, with prominent Pacific Coast flour milling interests, and as the result, several thousand barrels of flour will be shipped from Pacific ports by steamer via Panama Canal to Boston. This will be followed in the near future by regular shipments, with the idea of making the army base at South Boston a point of distribution for Pacific Coast mill products for all New England. It is also possible that flour from Pacific Coast ports and other mill products will be shipped here for trans-shipment to the United Kingdom and Continental Europe.

C. H. Sprague & Son promise a new steamship service between Boston and Scandinavian ports, beginning with a sailing from this city June 25.

At the annual meeting of the Chamber 10 new members were elected, among whom were: Charles M. Cox of the Chas. M. Cox Company, mill feed and grain, and E. Fred Cullen of the Johnson Educator Food Company.

The fiscal year just closed was a very active one in the Chamber, many important matters touching the interests of its members, and quite directly those of the New England grain trade having been brought up for action. Among these were the adoption of uniform regulations governing transactions in feedstuffs as recommended by the U. S. Feed Distributors Association, and thus placed the Chamber on working under the same rules, as all the other principal markets of the country. Thirteen hundred copies of a booklet containing these rules and others governing the trade in grain, flour, semolina, hay and straw, were sent to the members of the grain trade in New England. As the result, practically every concern in this section is now aware of the rules which have been adopted by the Chamber.

The Approval Committee had numerous calls for its services during the year in fixing discounts, etc., most of these cases relating to export wheat. The committee found that its decisions, upon investigation, compared very favorably and were in line with similar decisions rendered by New York and Baltimore committees.

The Committee on Complaints had but one case come before it for investigation during the year, which speaks well for the business relations between members and non-members.

The membership in the Grain Board May 1, 1921, was 189; loss by death or resignation, 12; members received during the year, 11, making the net membership May 1, 1922, 188.

The plans for the new building to be erected at Franklin and Congress Streets, in the heart of the business district, show a structure that will be a model of its kind and will provide for every need of a business headquarters and club house. It is hoped to have the new building completed by October, 1923. There will be 10 floors of rental space and two floors for the use of the Chamber itself. The cost, including the purchase price of the site and razing of the old buildings, will come to between \$5,000,000 and \$6,000,000. Special provisions will be made for the comfort of the



members and there will be private dining rooms, a large dining room, a meeting room and other features such as a laundry, bakery, refrigerating plant, barber shop, baths, etc. Work upon the building will soon be entered upon.

\* \* \*

A New England-wide conference recently was held at Springfield, Mass., for the purpose of considering the feasibility of standardizing the feeds for live stock in this section. The meeting was held under the auspices of the Eastern States Farmers Exchange. It was pointed out that at present the farmers of New England are using more than 100 kinds of dairy feeds, which, if properly grouped, might come under three general heads or district types of feed. It is considered that much can be saved by reducing the sales costs, advertising expenses, etc., if the co-operative farmers' organizations can agree on two or three feeds which will meet the average requirements of New England's dairy herds. One of the recommendations considered, is to place the feeds on the market with the actual contents of the feed marked on each bag. While ingredients are now given, the total of each is not stated. The claim was made that it is costing the commercial trade in the neighborhood of \$4 to \$6 per ton to distribute proprietary feeds today, and the statement was made that through the system followed by the Exchange, the distribution is reduced to a cost of approximately \$1.50 per ton.

\* \* \*

The two branches of the Massachusetts Legislature are reported to be in agreement on the bill to revise the law for the regulation and sale of commercial feed-stuffs, and it is likely to go through without opposition.

## NEWS FROM NORTHERN OHIO

BY T. J. CUNNINGHAM

C. J. West, state-Federal agricultural statistician, in a general review of farming conditions shows that farm work has been much delayed this spring through rainy weather. Although oats seeding was cut materially short by the weather, the rains were favorable for the young oats plants. Pastures are unusually good, and there is a possibility of a heavy hay acreage this year. Continuing, the report says: "It is too early to estimate the hay acreage with any accuracy, because there are many heavy Timothy sods which the farmers have intended to plow for corn, but if the season is subject to further delays, it may not be possible to plow these fields, with the result that the hay acreage will be increased at the expense of the intended corn acreage."

\* \* \*

The Department of Agriculture is to establish a small force of entomologists at Sandusky for the purpose of investigating how the European corn borer makes it way from Canada to the southern shore of Lake Erie. If permission can be obtained from the Lighthouse Service, observers of the Department will be placed at certain lighthouses along the American shore of the lake.

\* \* \*

The elevator of the Ostrander Elevator Company, Ostrander, Ohio, was struck by lightning, which set fire to valuable papers in the office. The fire was discovered and extinguished before much damage was done.

\* \* \*

The Crawford County Farm Bureau, last fall, delivered to 188 wheat growers of Crawford County a special grade of seed wheat. This wheat was seeded on 30,000 acres of land in Crawford County, and the farm bureau will inspect this wheat and make a report on it on June 15.

\* \* \*

According to County Farm Agent Enos M. Rowe, the wheat fields over Hancock County are endangered by chinch bugs more this year than ever before. He says that the fact that last November was so wet, preventing farmers from burning trash and grass along the fences, allowed the bugs to live and multiply.

\* \* \*

St. Marys reports a field of rye five feet high and fully headed out. A duplicate of this field may be found at Ft. Seneca, five miles north of Tiffin.

\* \* \*

C. J. West, State-Federal crop statistician, in a review of conditions for the week ending May 13, says: "The weather of the last week is not without its compensation for the farmer who sowed oats, for the rains have been well timed for that crop, also for wheat. Condition of young Clover from this spring's seeding generally is good, and it is being favored materially by the wet weather. In fact, the weather has been suitable for all crops except corn."

\* \* \*

Findlay reports that because of the continued rainy weather, less than 5 per cent of the corn crop has been planted in Hancock County.

\* \* \*

A copy of the Sydney *Sun* received recently from Australia, contained the following: "According to figures published by the *Adelaide Register*, exports of wheat and flour from the various Australian states, advised during the past week, were equivalent to

1,303,532 bushels, as against 3,148,660 bushels the previous week, and 3,616,228 bushels a fortnight ago. The aggregate movement for the exporting season is equivalent to 49,956,754 bushels of wheat, as against 37,003,439 last year, and 31,585,753 in 1919. The surplus from this year's harvest approximated 95,000,000 bushels, to which must be added the balance of old wheat amounting to 7,262,000 bushels. The total quantity available for export was about 102,000,000 bushels, and about 52,000,000 bushels has still to be shipped."

\* \* \*

It was shown at a meeting of threshermen in Union County, recently, that the cost of threshing wheat amounted to about 7½ cents per bushel.

\* \* \*

The College of Agriculture at Ohio State University recently made a survey of seed offered Ohio farmers. According to the report, in 36 per cent of 100 samples of Clover, Timothy and Alfalfa analyzed, one-third of the seed was dead and would not germinate. Much of the seed, also, was found to be infected with obnoxious weed seed. Continuing, the report said that Clover seed was sold last spring in Ohio of which only a third would grow.

\* \* \*

According to W. E. Hanger, secretary of the Ohio State Seed Improvement Association, seed corn certification will be promoted for the first time in Ohio this year by that organization. Certified wheat to the amount of 35,000 bushels and 7,000 bushels of certified seed soybeans were placed on the market last year, according to the secretary.

\* \* \*

Ohio Experiment Station findings show that corn planted later than May 20 falls off yield, and drilled corn usually does better than corn which is hilled. Records of Ohio State University also show that corn planted before May 5, or after May 20, is almost sure to yield less than plantings made between these dates.

\* \* \*

The aeroplane is to be put in use in Ohio in an attempt to trap minute spores which cause black stem rust in wheat. When weather conditions will permit, Marion T. Meyers, who is now assisting in barberry eradication in Ohio, will go to Dayton field and make a flight carrying a number of "spore traps" up with him. The purpose of the flight is to determine whether the spores blow up from the south, for long distances, in the upper atmosphere.

\* \* \*

Present indications now point to a bumper wheat, hay and oats crop in Union County.

\* \* \*

Hancock County reports that the excessive rains have damaged the wheat crops which previously had shown signs of being one of the biggest in years. A better than average yield is still indicated, it is said.

\* \* \*

A. A. Cunningham, president of The Sneath-Cunningham Company, Tiffin, left May 25 for Atlantic City. Mr. Cunningham is still convalescing from a serious operation some months since.

\* \* \*

A Weston report under date of May 31 states that continued heavy rains have caused big losses to farmers near there through damage to wheat and inability to get the corn crop planted.

\* \* \*

According to a semi-monthly report on crop conditions by the Ohio State-Federal Agricultural Statistician, wet weather has resulted in only slightly more than 60 per cent of the corn acreage of the state being planted. In northwestern and northern Ohio hardly more than 40 per cent has been planted, and one-fourth of the plowing for corn in regions of heavy rains and low and slowly draining lands remains to be done. The report also gives wheat conditions as good, but says that chinch bugs are reported in western Ohio.

\* \* \*

Agricultural agents of northern Ohio counties will cross to Canada, during the first week in September, and be the guests of provincial entomologists of the Canadian Government on a tour of the corn borer regions around St. Thomas, Ont. T. H. Parks, of Ohio State University, is making arrangements for the trip, the object of which is to get first-hand information on what the corn borer can do in regions where it is bad. Mr. Parks was one of a group that inspected the Canadian area last fall. The state fisheries tug will be placed at the disposal of the party.

\* \* \*

Films produced by the American Farm Bureau Federation, depicting the various life forms in which the chinch bug exists and the places in which it is found, were shown recently at a meeting of county agents in northwestern Ohio. Proper way of constructing tar barriers to prevent the bugs from getting into fields of young corn were also pictured. Several counties have made arrangements to show this film in local picture houses and at farm bureau meetings.

\* \* \*

On the night of June 8 the old elevator of the Carey Farmers' Co-operative Company, Carey, Ohio, was struck by lightning and destroyed by the resultant fire: 1,200 bushels of wheat, 300 bushels of oats and \$800 worth of binder twine were in the building at the time. The elevator burned was the one formerly

owned by T. M. Johnson. A new and larger elevator, built by the co-operative company, had stood idle for nearly three years and was only put in operation in the last few weeks. According to reports, this house was unharmed.

\* \* \*

Union County reports crop conditions as being exceptionally good, and looks for the largest wheat, oats and hay crop in the history of the County.

\* \* \*

The heat record for early June in Sandusky was broken June 7, when the Government weather observatory recorded 89 degrees, with other thermometers about the city registering 90 and above.

\* \* \*

Wheat cutting in the St. Mary's district is to begin during the week beginning June 12.

\* \* \*

A. P. Sandles, Ottawa, former secretary of the State Board of Agriculture, will run for governor of Ohio.

\* \* \*

Scouts of the Federal Department of Agriculture are again scouring Ohio counties, looking for ornamental plantings of the common or American barberry which causes the black stem rust in wheat. Last summer they covered the first two tiers of Ohio's westernmost counties, as far south as Montgomery and as far east as Putnam. This summer they are working east from Allen County.

\* \* \*

A report from Marysville says: "On account of the rains and warm weather, wheat, oats and rye harvest will be a week to 10 days earlier than usual."

\* \* \*

Wheat has had a wonderful growth in the last week and is now well headed out. The wheat is not evenly good throughout this territory, however. To the south of here, in the territory enclosed by Upper Sandusky, Marion and Kenton, both wheat and oats are especially good, but east of Tiffin the wheat and oats are not showing up so well. Of the latter grain, many fields have had too late a start to make a crop. Cockle flowers are much in evidence and certain fields are badly infected with this objectionable plant. In certain localities, an unusually amount of cheat is showing up. Considerable rye is also noticeable in various fields, which would indicate carelessness on the part of the farmers in selecting their seed wheat. There is some complaint of chinch bugs, and a few fields were observed where something seemed to be working in the wheat, but the writer has seen no chinch bugs so far this year.

\* \* \*

Weather permitted the farmers to work in the fields every day the second week in June, and much plowing and corn planting has been done. At a rough estimate, would say that this section would get out about 75 per cent of its normal acreage of corn. This crop, like others, will be very uneven in growth this year, as some fields are now eight to ten inches in height, with others barely showing and still others being just planted.

\* \* \*

Clover and Alsike meadows are thick with bloom and extremely rank in growth. One Clover field was noticed that had been cut for hay, but appeared to have been cut too early. Few Timothy meadows are seen that one would call good. They are short or very weedy for the most part. This plant, however, has great recuperative powers, and may yet even up in growth. Heavy wind and rain storms have caused considerable lodging of wheat, but this may straighten up again.

## MINOR MENTION

THE area sown to wheat in the Southern Hemisphere for 1921-22 for the countries for which data are available (Argentina, Chile, Uruguay, Union of South Africa, Australia and New Zealand) was 26,766,000 acres compared with 26,784,000 acres in 1920-21 and 29,267,000 acres for the five-year average 1915-16 to 1919-20. The production in 1921-22 was 346,238,000 bushels compared with 361,644,000 in 1920-21 and 326,629,000 for the five-year average.

THE following mill firms have equipped their plants with Globe Combination Truck and Wagon Dumps: Arkansas City Milling Company for plants at Croft, Bluff City and Portland, Kan., and Helena, Okla.; Carter, Shepherd Milling Company, Hannibal, Mo.; Cherokee Mills at Burlington, Jet and Carman, Okla.; Mound Ridge Milling Company, Hesston, Kan.; Loveland Milling Company, Wichita, Kan.; Alva Roller Mills, Ashley, Okla.; Ponca City Milling Company, Ponca City, Okla.

DISCREPANCIES in land values are numerous in this country. In some western states land is held too high, and in the East it is sometimes undervalued, as in the case of Virginia. The average value of all plow and cultivated land in the United States in 1921 was \$84 per acre, and of crops \$23.70 per acre. Virginia lands averaged \$50 per acre and produced crops worth \$38.60. In other words, Virginia land valued at 40 per cent less per acre produced crops 62 per cent more than the average for the United States.



# ASSOCIATIONS

## THE KANSAS MEETING

On May 16 the Kansas Grain Dealers Association celebrated a quarter-century of existence at its annual convention held at Wichita. President J. D. Mead of Fort Scott, called the meeting to order, and after the preliminary exercises gave his address as follows:

### PRESIDENT'S ADDRESS

For the 25th time a president of your Association has stood before you and greeted you to your annual convention. For a quarter of a century have the grain dealers of this state been banded together for mutual interest and protection.

For a quarter of a century has this Association been favored with the continuous services of its present secretary. A man who has devoted the best part of his life to our interests, and who stands as willing today to fight our battles for us as he has in the past.

Your Association has grown from a handful of earnest men to a membership of more than 600. It is one of the largest and most influential in the country. Your Association has been the pioneer in many of the movements for the betterment of the shippers of this and adjoining states.

In looking back over the past years of this Association's existence one cannot help but have a great pride in the permanent and constructive work that has been accomplished.

Despite the problems met and conquered, and as important as they were to us at that time, we still have problems confronting us today which I believe are as serious as ever.

For this reason there is more need of a solid front of membership. There is more need of loyalty to our organization. There is more need of an increase in members.

### The Galveston Rate

No doubt some of you have seriously considered discontinuing your membership in this organization, feeling perhaps it was an unnecessary expense and of no personal benefit to you. As an illustration of the value of this Association to you and every other shipper in this and adjoining states, may I not cite this one instance, which happened recently.

The Interstate Commerce Commission was petitioned by Galveston interests to grant a 5-cent per hundredweight less rate to Galveston than that enjoyed by New Orleans. Your secretary attended the hearing of this petition in your behalf and armed with evidence supplied by some of your members was instrumental in having the matter deferred and we hope successfully blocked.

This item alone, had it been put into effect, would have cost the shippers of this state many times the annual dues to this Association. There is no year passes but what each shipper is saved more than his annual dues by the work of this Association. It is one thing you cannot afford to be without.

### Problems of the Shipper

The country shipper today is confronted with many serious conditions which, unless checked, threaten his existence. May I mention two which I think are very important? One of them is the disposition of the buyers at terminal markets to shift additional liabilities on the shipper, forcing him to accept unjust Government scale discounts and indefinitely deferred re-inspections. This matter is one which this and other similar organizations, backed by the moral support of the membership, can eventually eliminate and I would urge vigorous and concerted action along these lines for the coming year.

The challenge of the agitator to the grain shipper, that he has no place in the economic system of marketing grain, whatever may be our personal opinion along this line there is no question but what the grain trade is undergoing a decided change and changes of extreme radical nature along marketing lines are being contemplated. Some of these changes are doomed to failure, and any movement contemplated to displace our present marketing system that is founded on prejudice and not on sound business principles will be a failure.

### Changes in Marketing

It is not unreasonable to presume after the elimination of unsound schemes that it is possible to get a marketing system which may displace our present one. This may take several years, but the country shipper who by this foresight has so entrenched himself in the life of his community, and who has demonstrated his superior service, need have but little fear that his business will be replaced by a system not so good.

Every shipper should study the needs of his community. He must know what they are and how to meet them. Community needs are not always confined to buying and selling of material things. One can be of a great value to his community by his helpfulness to others and his willingness to do his part. The proposition is a big one and the man who first finds this out will be the one who will win.

The business depression of the past two years has been widely discussed. Its causes, effects and remedies. Let us try to forget the causes and effects, but not forget the lessons we have learned from them, and begin now to build for the future. Let us concentrate all our efforts on our business as never before and remember that during the prosperous times of the upward swing of the economic pendulum is the time to prepare our business to meet the downward swing of depression. The upward swing for better times is just ahead of us—what we make of it depends on ourselves. The game of Put and Take is not always a gamble. When played right it is a sure thing. The more effort we put into our business the more profit we take out of it.

### SECRETARY SMILEY'S REPORT

Secretary E. J. Smiley gave his annual report as follows:

It is my earnest hope and prayer that the grain trade will never be compelled to go through another year such as the last year. Losses have amounted to millions of dollars, largely through the inability of the Port of Galveston to take care of grain ship-

ments and grain sold for shipment, through that port, and arbitrary rulings of the Federal Grain Supervisors and Board of Review of the Bureau of Markets. While there has been a greater demand from abroad for our products than in recent years and our exports of wheat have never been equaled, more money has been lost than ever before.

The rush to market by the producers during the three months following harvest was in excess of what could be taken care of through the southern ports and as a result an embargo was declared and thousands of cars of wheat destined for Galveston remained in box cars and on sidings between point of origin and destination for weeks and months, deteriorating in quality and as a result enormous losses were sustained. For some unexplainable reason the quality of the 1921 crop of wheat was not up to the average, and thousands of cars that had been purchased from the producers as No. 2 and 3 wheat were classified as No. 5 or sample, entailing heavy loss. Delay and so-called "heat damage" are the two factors which caused greater loss to the shipper and producer than all other factors combined.

### Membership

Our organization has felt the effect of these conditions. I am indeed glad, however, to report that our total net loss in membership has been only 68, and that our finances are in good shape. January 1, 1921, the close of our fiscal year, we had on hand, cash in bank, \$5,541.67, and on January 1, 1922, our resources in cash in bank amounted to \$5,098.02, with all bills paid. We secured the application of 78 individuals and firms during the year, and lost 140 members, 88 firms, members of this Association.



PRESIDENT-ELECT SAM P. WALLINGFORD

January 1, 1921, failed or discontinued business during the year; 52 individuals and firms neglected to pay annual dues, leaving our membership January 1, 1922, 522 members with dues paid. When one takes into consideration the conditions affecting the grain trade during the past year the record of the Association is one of which we can all be proud, but we will do better next year.

### Legislation

The bill known as the administration bill providing for the licensing of country grain dealers was enacted into law, although there was no attempt to make the bill compulsory. It has been about one year since this law was enacted and as far as I can learn comparatively few of the elevator owners and operators who have attempted to comply with the law are satisfied with its provisions. We believe that if there is a demand made for the repeal of the act it will be a very easy matter to secure its repeal at the next session.

We failed to secure the enactment of a law giving the Public Utilities Commission authority to determine the value of right of way upon which elevators and coal sheds are located. We met with the same opposition from the carriers' attorneys that we met with in the past, but we would recommend that at the next session of the Legislature another attempt be made to place on the statute books a law giving the Public Utilities Commission the right and authority to determine the value of all railroad right of way, and where there is a dispute between the lessee and lessor, as to the value of such property, that the Commission be empowered to determine what would be a fair and proper rental for the use of said property based on its value. Several of the carriers have arbitrarily advanced rentals, in some instances three to four hundred per cent and we believe without justification. In order to accomplish our purpose, it will be necessary for every member of this Association to see his representative before election and exact a promise that, if elected, he will give his support to a fair and reasonable measure, giving the owners of elevator property located on right of way a reasonable rental for such property.

### War Time Scale of Discounts

Early in the crop year President Mead and your secretary, representing the Association, and J. C. Mohler, Secretary of Agriculture, representing the farmers of Kansas, met by appointment with the exporters having headquarters in Kansas City, with a view of having them give favorable consideration to our request for a return to the old export scale used in fixing differentials between grades that were used prior to the late war. This question has been discussed at group meetings and while there may have been justification in the differentials fixed by the

Grain Corporation during the period of the war, no one whom I met, or with whom I talked, believed there was any justification in the differentials, known as Government scale, based on the present values of wheat.

The exporters whom we met at the conference were not disposed to make any concessions and nothing was accomplished. We then appealed to the Secretary of Agriculture, Hon. Henry C. Wallace, explaining to him what these discounts meant to the producers of the Southwest and begged of him to use his personal influence with Mr. Barnes, formerly president of the Grain Corporation, and one of the largest exporters in the country, to reduce the differentials to the old time scale. Not being successful in any of our attempts, we appealed to the shippers, members of the organization and others to refuse to accept bids, based on the 3-cent differential.

I believe that practically every grain dealer north of the main line of the Union Pacific in Kansas acted on our suggestion and as a result these exporters having offices in Kansas City within a short time after this appeal was made to the country changed the differential scale applying No. 2 wheat at 2 cents discount below price of No. 3 wheat, 4 cents below the price of No. 1; No. 4, 6 cents, and No. 5, 8 cents. This meant an increase in price to the producers located in the northern half of the State of Kansas of 6 cents a bushel on No. 5 wheat, 3 cents a bushel on No. 4, and 2 cents a bushel on No. 3.

For some reason, unknown and unaccountable, the members of our Association from the southern part of the state took no action, and as a result of their own negligence their wheat was sold at a discount of from 2 cents to 6 cents a bushel below what wheat of the same quality brought in the northern half of the state.

There is no justification in these unreasonable discounts and I predict that if the elevator owners and operators throughout the state will refuse to sell to exporters on this basis, and will consign to a terminal market where there is free and unlimited competition, that the exporters will be compelled to accept these terms. I am sure that they have lost thousands of dollars during the year 1921, as far as we are concerned, falls on deaf ears. The country elevator owner and operator has sustained as great or greater losses than the exporters according to his ability to stand the loss.

The Texas and Oklahoma Associations have decided to take a definite stand on this proposition and we believe that some action should be taken before the close of our meeting. Don't get the idea that all that it will be necessary for you to do is to vote for a resolution condemning this practice. Every elevator owner and operator has the farmer's interest in mind when demanding a reduction in the differentials between grades.

### The New Orleans Rate Case

In face of embargoes declared against the Port of Galveston, upon all lines entering that port, the Galveston Commercial Exchange filed complaint with the Interstate Commerce Commission, charging discrimination in rates in favor of New Orleans. They have asked the Interstate Commerce Commission to order lower rates from all points in Kansas, south of the Union Pacific Railroad, on grain and grain products. I attended the hearing held in Galveston in March and presented evidence furnished by our members showing that shipments billed to that port to apply on sale in cars from 30 to 90 days after inspection before unloading. The Galveston Commercial Exchange has endeavored to convince shippers that in asking for a lower export rate from Galveston than applies to New Orleans, it would mean a reduction in rates. Don't believe it. If rates are reduced from Kansas to Galveston, rates will be advanced to New Orleans, and the Port of New Orleans closed to Kansas shippers. Until Galveston increases her storage facilities, she is not entitled to more tonnage than the total elevator capacity of Galveston is only 5,000,000 bushels, which would be filled in two weeks' time, during free movement of grain from Oklahoma and Kansas. We must do everything possible to maintain the same rates between the two ports until such time as we have the assurance that Galveston can take care of the business. The Santa Fe Railroad Company, originating probably more grain than any other line in this state, has not spent a dollar for elevator facilities at that port, but still refuses to make a through rate on grain and grain products from points on their line in this state to New Orleans, apparently preferring to have their equipment tied up for weeks and months at a time. If I thought there was a possibility of a repetition of last year's conditions prevailing the present season, I would ask the consent of our Official Board and endeavor to secure the co-operation of the Oklahoma Association, as well as the Wichita and Hutchinson Boards of Trade, in filing complaint with the Interstate Commerce Commission to compel the Santa Fe Railroad Company to make the same rate to New Orleans for export that applies to Galveston.

### Reduction of Inspection Fees

There is a move on foot looking to a reduction in charges for inspection and weighing of grain. We believe that this is justifiable, but how are we going to get it? The Kansas law provides that the fee for inspection and moisture test shall be \$1, and the fee for weighing shall be \$1 per car, both in and out of elevators. There is a provision in the law that the fee to be charged shall not be in excess of the amount named, but may be reduced by the chief grain inspector when, in his judgment, such reduced fees will pay the running expenses of this department. All of the moneys received by the chief grain inspectors are placed in a special fund with the state treasury and cannot be used for any other purpose than to defray the expenses of the grain inspection department, only by act of the legislature. Several times since the law was enacted, large sums have been taken out of the fund and placed in the general fund by act of legislature. This should not be permitted. We believe the only way to secure a reduction in fees for weighing and inspection in this state is to repeal the present law and re-enact the law repealed, providing that when the amount of surplus in the revolving fund is in excess of \$50,000, that the fee for inspection shall automatically reduce from \$1 to 75 cents per car for inspection and same for weighing. J. S. Hart, chief grain inspector, will be present and will doubtless be glad to answer questions concerning the matter.

### Will Continue Local Meetings

In conclusion, will say that it is my intention to continue our local or group meetings, which will be held during the latter part of June and first two weeks of July. Attendance at these meetings mean much to every dealer in the state. We hope to arrange to have many farmers attend these group meetings the present year, and will give advance notice of meetings through your local papers, and will expect your co-operation in securing a good attendance.



We will secure type samples of the different grades of wheat from the state inspection department in order that you may have an opportunity of inspecting same.

I wish to thank the members of the Association for their support during the past year, and hope for a continuation of your support for the coming year, and will promise you in return that I will devote my entire time and talent toward making the Association of greater value to every member.

## ADDRESS OF MR. WINTERS

L. L. Winters of Chicago spoke on the subject, "Grain Exchanges, Their Obligations and Prerogatives," as follows:

Webster defines obligation as "any act or condition by which a person becomes bound to do or forbear something."

Grain exchanges were organized primarily to facilitate the handling of business among members. The purpose may have been selfish, just as the organization of every business enterprise is selfish, but in organizing the grain exchanges, the members either consciously or unconsciously performed an act, created a condition, whereby they obligated themselves to handle the grain crops of the country in an honest, economical and efficient manner, to render adequate service for the returns received, and to forbear from dishonest practices, from making excessive charges, from rigging the markets, and such like indulgences detrimental to the interests of the general public—the producer and consumer whom they served.

In pursuance of this obligation the Chicago Board of Trade adopted and has developed the present grain marketing system, the most economical marketing system ever devised. Through the medium of this system grains are handled with a smaller percentage of handling cost from producer to consumer than any other farm product or commodity, and this small handling cost accrues to the benefit of both producer and consumer. Because of this small handling cost the farmer receives more for his grain, while the consumer pays less for his grain product than would be the case under any other marketing system in the world.

## Future Trading Necessary

It is not necessary for me to explain in detail the operation of the system, for most of those present are just as familiar with the workings of the system as I am myself. For the benefit, however, of those who may not be wholly familiar, let me say that the basis of the system's economy is organized speculation which permits of hedging facilities.

Mr. Hoover, after two years of intensive study, pronounced the Chicago Board of Trade the most economical agency for the distribution of food in the world. Everyone who has ever studied the system impartially has come to the same conclusion.

The Supreme Court of the United States in a decision handed down said: "As has appeared, the plaintiff's chamber of commerce is, in the first place, a great market, where, through its 1,800 members, is transacted a large part of the grain and provision business of the world. Of course, in a modern market contracts are not confined to sales for immediate delivery. People will endeavor to forecast the future and to make agreements according to their prophecy. Speculation of this kind by competent men is the self-adjustment of society to the probable. Its value is well known as a means of avoiding or mitigating catastrophes, equalizing prices and providing for periods of want. It is true that the success of the strong induces imitation by the weak, and that incompetent persons bring themselves to ruin by undertaking to speculate in their turn. But legislators and courts generally have recognized that the natural evolutions of a complex society are to be touched only with a very cautious hand, and that such coarse attempts at a remedy for the waste incident to every social function as a simple prohibition and laws to stop its being are harmful and vain."

## The Middleman's Toll

But perhaps those farmers who sold corn to their country elevator around 40 cents the bushel and saw the same corn sell in Chicago for around 60 cents the bushel may wonder wherein the great economy of this system lies. Let us consider a few concrete cases of this kind. I have here the manuscript of a pamphlet soon to be published by Professor Boyle of Cornell University. I should advise you to write for a copy of this pamphlet. Its contents will interest you. I was permitted to read the manuscript before publication, and I asked to be allowed to bring it with me on this trip in order to present some of the information which it contains to you.

## Handling Cash Grain—Typical Examples

Example No. 1—One car of corn, shipped from Elk Point, South Dakota, July 5, 1921. Grade No. 2 Yellow corn, 1,950.20 bushels. Paid to farmers by local elevator, 42 cents per bushel. Sold to Chicago consumer, July 8, @ 62½ cents per bushel. Paid by Chicago consumer, \$1,247.28.

Farmer received	\$23.31	or 66.00%
Railroad Freight	\$34.83	or 26.85%
Local elevator	\$6.91	or 4.56%
Commission merchant, Chicago	\$19.60	or 1.57%
War tax on freight	\$10.04	or .81%
Car inspection	\$ .30	
Grain inspection	1.00	
Weighing	1.00	
Interest	.29—	2.58 or .21%
		100.00%

## Freight Charges Appalling

We see from this example that the country elevator charge is small, likewise the charge of the Chicago commission merchant, but the charge for freight is appalling. What we want, then, is lower freight rates; yes, and lower taxes. Let us see what the prospects are for getting lower freight rates and lower taxes. Here is the position of the railroads. The Interstate Commerce Commission, a Government board, is fixing rates on the one hand, and the Labor Board, a Government body, is fixing wages on the other hand. A business enterprise owned by private capital cannot operate successfully under such conditions. The Government realizes this and in order to afford some relief the so-called Transportation Act of 1920 was passed.

We have so many bureaus and commissions regulating business we must have higher taxes to maintain them. We cannot do business without the railroads and they cannot continue to operate without profitable rates. We must pay them revenue either as taxes or in increased freight rates.

Way back in the days of Cornelius K. Vanderbilt, who is credited with saying "the public be damned," we started to regulate the railroads, until today they can do nothing without the consent of some Government bureau or commission. We have the railroads just where we seemed to want them. Our victory is

sure to bring us much embarrassment before we are through with our problem.

What we need in this country is the more rigid enforcement of the criminal law, less interference with the economic laws and fewer attempts to regulate business.

C. E. Huff, of Oronoque, discussed, "Is Future Trading an Essential Function." He instanced a case in his own experience where he lost money by hedges. E. D. Bigelow of Kansas City and Mr. Winters showed that, while speculation might not always be successful, as a means of financing the crop and as an insurance for the future the system was necessary.

The following committees were appointed: Resolutions: W. S. Washer, St. Joseph, Mo.; F. A. Derby, Topeka; L. H. Powell, Wichita; C. E. Huff, Oronoque; John McGruder, Pratt. Auditing: A. Swanson, Coats; R. W. Cox, Elsmore.

## WEDNESDAY MORNING SESSION

The first address on Wednesday was made by Prof. R. M. Green, of the Kansas State Agricultural College. Mr. Green discussed the cost of operating an elevator, taking the data gathered by the college which appears on Page 857.

B. E. Clement of Waco, Texas, president of the Grain Dealers National Association, delivered a masterly address on "Our Government and the Grain Man's Relation Thereto." He said, in part:

The Revolutionary War evolved and set up a new standard of Government, the example of which made all the rulers of the old world who ruled under the false doctrine of the Divine right of kings feel a jealousy and insecurity not previously experienced.

During the last century and a half the means of public education, transportation and communication were multiplied, expanded, developed and invented through the consummate genius of man, and so wrought into the national and international relationship of the world that the achievements of America



SECRETARY E. J. SMILEY

have been with increasing force challenging the attention, awakening the ambitions and provoking the longings of people everywhere. When therefore the strain of war broke the rule of monarchial and despotic power thus loosening the forces of discontent, breaking the restraints of ages, there flowed from the pent up sources great streams of discontent that literally flooded the world with their maledictions because, having broken the age-old bonds that fettered them yet gave them order, they are unable by reason of their ignorance and inexperience to establish stable governments.

The inspiring example of free America had awakened in them aspirations which they have been impotent to realize. They have seen the light but they cannot comprehend the forces that created it.

With the advent of Mr. Bryan upon the political scene of this country about 30 years ago there began an era of emotional politics having as its basis near socialism. There has been no success of the wisdom and virtues of the fathers of this country, nor has any man or set of men done more to undermine the organic law which they gave us. It was his zeal and persistence that gave us the Seventeenth Amendment which requires the election of United States Senators by the people and placed more small men in the United States Senate than ever before. It was Mr. Bryan's forewore the senatorial toga. It was Mr. Bryan's emotional leadership, the preachers political preaching and the politicians' lust for office and the peoples' sentimentality and not their cool judgment, that gave us the Eighteenth Amendment which was no sooner adopted than regretted.

It was the selfish politician seeking to ingratiate himself with the women of this country that gave us the Nineteenth Amendment. I never will believe that the women of America wanted the right of suffrage. It is an unfair, and useless burden that has been loaded on them by men seeking political preference. Suffrage was not claimed but it was forced on the women.

I have mentioned these constitutional amendments and the influences that have brought them because I feel that while great changes are being wrought in the political and social fabric of so many nations of the earth it is incumbent upon America to offer the steady influence of a Government under which every citizen is proud and happy and contented to live, seeking no further changes, resolving that whatever

misfortune may afflict other nations we shall with one accord strive to keep our own true to its traditions.

During the past several years there have been many discordant notes in the music of American political life characterized mostly by a tendency to class legislation. The laboring men and the agricultural classes claimed the attention of Congress. Legislation has been passed circumscribing the sovereignty of the state; commissions and bureaus have been created almost without number; restricted control of business under the dictatorship of the Secretary of Agriculture being inaugurated. Legislation first proposed being of such a radical and revolutionary type that business men in the fear of having their business wrecked have compromised by agreeing to regulative control that vests politicians with dangerous powers, making espionage lawful and creating inquisitorial powers that renders Constitutional provision for security of one's papers and effects utterly vain and negatory.

It therefore behooves the business men of this country to stand as a unit against further encroachment by Federal power and the continued concentration of authority at Washington. It is incumbent on us to enmesh against the subversion of the Constitution to strive to prevent the adoption of further amendments thereto.

I am one of those old-fashioned folks who believe that the representative Government devised by the fathers is good enough for all times; and I am admonished that our Government is one of only two governments on earth that are more than a hundred years old.

Let us remember that governments are instituted among men to secure them in their rights but that a universal spirit of brotherly love can come nearer assuring the capacity for obtaining our rights and granting those of others than all of the laws that can be written upon the statute books.

## WEDNESDAY AFTERNOON SESSION

The afternoon session opened with an address by O. T. Cropper on the group insurance plan, offering the plan to the Association. Upon motion this offer was left to the Directors for final action.

C. Q. Chandler, president of the First National Bank of Wichita, spoke on "Business Prospects," and told of the virtues of that city as a grain market. In regard to financial conditions, he said that world stability could not be attained until currency inflation was checked.

The campaign for improving wheat in the Southwest was explained by H. D. Randall, chairman of the committee having that work in view. The plan was generally endorsed by the members.

## THURSDAY MORNING SESSION

George A. Wells, secretary of the Western Grain Dealers Association, opened the Thursday session by an address on "Railroad Elevator Site Leases." This was similar to the address made before the Illinois convention, reported in full last month.

## J. S. HART'S ADDRESS

J. S. Hart, chief of the state grain inspection department spoke on "Heat Damaged Kernels in Wheat," as follows:

Heat damaged kernels in wheat has appeared in such quantities during the past few months, has been so difficult of interpretation and has been the cause of so much monetary loss and dissatisfaction among the grain men and farmers that I consider it the most serious problem of grain grading which we have ever been required to solve.

I am very much in favor of Federal Grain Standards and in a close supervision of all grain inspectors by the Federal authorities as I believe the most satisfactory system of grain grading is one set of standards uniformly applied at all markets in the United States. Prior to the present Federal grain standards there were about 75 different sets of grain grades in the various markets of the country and there was a lack of uniformity and much confusion because of the large number of grain grading rules and different methods of application.

The present Federal wheat standards were intended to be fair to all parties interested in the production, distribution, milling and the consumption of grain. Since taking charge of the Kansas Grain Inspection Department, some three years ago, I have endeavored to cooperate in every way possible with the officials of the Bureau of Markets in order that our inspectors might properly apply the standards. During the past few months I have attended a number of important conferences between Government officials, millers, farmers and grain dealers which were called to discuss grain inspection problems and at each of these conferences it was almost unanimously decided that no changes were desired in the present grading system, although a great amount of criticism was offered relative to the application of the standards and the interpretation of certain grading factors.

## Accuracy Impossible

The success of any set of rules or any law depends upon whether such set of rules or law can be properly enforced. This applies to grain grading also. If any grading factor is so difficult of interpretation or if the percentage allowed is so small that two inspectors cannot arrive at the same results, then that factor is not consistent to good grain grading and should be modified.

Grain grading at its best will never be an exact science, as an inspection must be made on a very small portion of the lot of grain represented and unless there is an absolute uniformity of loading samples drawn will vary at least to a slight extent.

Under the present methods a sample drawn from a car load of grain is only 1/25000 or 1/30000 part of the entire lot. When you stop to consider that in the analysis of a sample for heat damaged kernels we use not more than 1/30 part of the 1/30000 part of the whole car, or 50 grams, and make our determination on one 1/900000 part of the entire car, you can readily see a slight variation will occur even in a uniformly loaded car.

In cases where the percentage allowed is large enough these variations will seldom be wide enough to materially effect the grade. Take for instance, total damage which allows 4 per cent damaged grain in No. 2 wheat or four bushels to each 100 bushels. This percentage is large enough to take care of the slight variation in sampling an evenly loaded car. On the factor of heat damaged kernels, however, the percentages allowed are so small that not only will two samples drawn from the same car vary enough to



change the grade as much as two or more numerical grades, but two portions of the same samples will often show a wide variation on this factor.

## Some Experiments

We made a large number of experiments regarding this matter, using white wheat containing black heat damaged kernels. Our chief assistant inspector analyzed over 100 portions in making these experiments, using various amounts from 30 grams to 125 grams in each portion. With a predetermined amount of heat damaged kernels and using the best mechanical devices for mixing and dividing these samples we find that like portions of the same sample varied as much as three numerical grades from other portions. I will quote you two of these experiments in detail:

990 grams common white wheat, 10 grams of heat damaged kernels. Full sample run over kicker and then through divider 12 times, after which it was cut down and four 60-gram portions analyzed:

Portion.	Grams.	Heat Damaged Kernels.	No.
1st	60	98/100%	No. 4
2nd	60	1-3/10	No. 5
3rd	60	1-4/10	No. 5
4th	60	96/100	No. 4

Using 500 grams white wheat, two grams heat damaged kernels running through Boerner Sampler 10 times, split down to eight separations:

Portion.	Grams.	Heat Damaged Kernels.	No.
1st	62	47/100%	No. 3
2nd	62	43/100	No. 3
3rd	59	41/100	No. 3
4th	61	46/100	No. 3
5th	60	6/10	No. 4
6th	61	56/100	No. 4
7th	66	28/100	No. 3
8th	67	15/100	No. 2

These experiments, together with differences which our best inspectors have shown on portions of the same samples, convince us that the percentage of heat damaged kernels allowed in grades (No. 1 to No. 4, inclusive), are entirely too small for satisfactory commercial grain grading.

The second, and the more serious problems, is that of the interpretation of the Federal standards on this factor. The standards define heat damaged as "kernels and pieces of kernels of wheat which have been distinctly discolored by external heat or as a result of heating caused by fermentation." The term "distinctly discolored" must be interpreted by the inspector who makes the analysis according to his best judgment as just where to draw the line between skin burned kernels and those distinctly discolored by heat. The licensed inspector, therefore, must base his interpretation upon the ideas of the Board of Review at Chicago as conveyed to him by mailed separations and verbal instructions from the Federal supervision.

Before the Federal grain standards were adopted, the millers and grain men applied the term heat damaged "mow burned" or "skin burned" to kernels of wheat which were burned to a mahogany or cherry red and which could be easily recognized by any practical grain man. The Board of Review, however, has placed a much more rigid interpretation on the factor of heat damaged and are considering as heat damaged kernels berries of wheat which are discolored at the germ end only, the balance of the berry being sound and sweet.

We have talked with many millers who have stated that they were of the opinion that berries of this kind should be classed as total damaged instead of heat damaged berries. This rigid interpretation and the difficulty which licensed inspectors have had in keeping their ideas lined up with those of the Board of Review has made inspection very uncertain and because of this fact the discounts for the lower grades of wheat have been very heavy, especially in the southwest markets.

We contend that the methods of determination on this factor have not only discredited the Federal standards and the grain inspection departments, but have cost the farmers and grain dealers of this section hundreds of thousands of dollars and we beg you to investigate carefully the position of the Board of Review on its interpretation of heat damaged kernels.

## FINAL SESSION

The financial statement of the Association, given by Secretary Smiley showed a balance of \$5,098.02, as of January 1, 1922. S. R. Duckett, chairman of the Claims Committee reported that 4,703 claims had been handled since the department was organized and that \$3,928 had been paid.

A Trade Rules Committee was appointed to make the Kansas rules conform to those of Oklahoma and Texas as far as possible.

Resolutions were adopted condemning the Government wheat discounts still in use by exporters; opposing the proposed Galveston rate discounts; urging lower inspection and weighing fees; requested a hearing by the Department of Agriculture on the heat damaged question; agreed to cooperate with the State Agricultural College in determining cost of operation; adopting a resolution to expel a member who had been expelled from the National Association.

## NEW OFFICERS

The election of officers resulted in the selection of Sam P. Wallingford, of Wichita, president; A. Swanson, Coats, vice-president; E. J. Smiley, Topeka, secretary-treasurer. Directors: Second District: C. A. Kalbfleisch, Harlan; Fourth District: H. L. Shellenbarger, Geneseo; Nebraska District: J. M. Rankin, Cambridge.

The meeting then adjourned *sine die*.

## PLANS FOR INDIANA MEETING

The midsummer meeting of the Indiana Grain Dealers Association will be held at the Board of Trade Building, Indianapolis, on June 29 and 30, beginning at 1:30 p. m. of the first day and ending with one session on the following day. As usual on the evening between the sessions there will be an entertainment.

The program has not been announced but one of interest is promised.

The friends of Secretary Charles B. Riley, who

has been in the West recovering from his serious illness, will be glad to learn that he is much better and soon expects to be back fully recovered.

## MEETING OF OKLAHOMA DEALERS

The twenty-fifth annual meeting of the Oklahoma Grain Dealers Association, held at Oklahoma City, on May 11 and 12, was presided over by President R. E. Nelson of Clinton. Among the speakers were: H. H. Schultz of the Department of Agriculture; G. S. Weitzenhoffer, vice-president of the Security National Bank of Oklahoma City; J. N. Russell, president of the Kansas City Board of Trade; John Fields, of Oklahoma City; Ben E. Clement of Waco, Texas; R. T. Mansfield, of Chicago; C. R. McCotter, of Omaha, Neb., and H. H. Alfrey, scale inspector for the Rock Island Railway.

## SECRETARY PROUTY'S REPORT

Secretary C. F. Prouty, of Oklahoma City, gave a good summary of the work of the year, in part as follows:

One of the sad features of meeting again after a year has elapsed is the empty chairs and the absence of familiar faces. There are numerous gaps in our ranks this year and some of our staunchest members have been garnered by the great Reaper. J. H. Shaw, of Enid, for many years our representative on the Tri-State Board, loyal, wise and dependable; John Dean, of Guthrie; J. W. Williams of Wayne; Col. Edwards of Medford, old, earnest, faithful member, and A. S. Connelley, of Oklahoma City, long connected with this Association, are missing from among us as we meet today. We miss them but their memory abides and guides and encourages those of us who remain to carry on their task and ours.

The two outstanding barriers in the way of progress to the southwestern dealer in conducting his business during the past season have been the scale of discounts and the lack of uniformity in grading grain.

What was known as the U. S. Grain Corporation discounts during the period of its existence was again thrust upon us during the past season at a time when economic conditions abroad demanded the purchase of our raw products.

## Discounts

At the beginning of the season the scale of discounts provided for a difference of 3 cents per bushel between No. 1 and No. 2, 6 cents between No. 1 and No. 3, 10 cents between No. 1 and No. 4 and 14 cents between No. 1 and No. 5. However, like a thunder storm out of a clear sky, the epidemic of heat damage made its appearance and was prominently featured, resulting in these discounts being increased as follows: No. 4 wheat 15 cents off No. 1; No. 5 wheat, 2 per cent heat damage, 25 cents off, No. 5 wheat, 3 per cent heat damage, 30 cents, while sample grades were applicable from 30 cents to 40 cents off.

This Association, working in conjunction with other southwestern associations, has made every effort possible towards a reduction of these discounts, and the combined efforts of all proved of little avail, therefore, it becomes my duty as your secretary to recommend that our president be instructed to appoint a committee to meet with a like committee of millers in an effort towards agreeing upon a line of discounts applicable to the new crop. Similar action will be taken in Kansas and Texas, and the following scale of discounts presented for consideration:

- 2c between No. 1 and No. 2 wheat.
- 4c between No. 1 and No. 3 wheat.
- 6c between No. 1 and No. 4 wheat.
- 10c between No. 1 and No. 5 wheat.

## Second Inspections at Galveston

Our Association has been active with other southwestern associations in an attempt to get the Galveston interests to have inspectors place on the second inspection certificate, date and grade of the first inspection.

Our object in making this effort was to protect the shipper's interest and to prevent delays occasioned by shippers being compelled to investigate whether returns made are based on first or second inspection. Arrival inspection is afforded at all terminals, interior or gulf, and while all grain arriving at Galveston is inspected promptly, yet there are instances, and many of them, where grain was inspected upon arrival and remained on track an indefinite length of time and when placed to the elevator for unloading was again inspected and account sales rendered on the basis of second inspection. It was to overcome this which prompted us to act, and while we have not yet succeeded, we have not abandoned our efforts.

## Rate Discrimination

Efforts on the part of the Galveston Commercial Association to secure establishments of differentials on export grain from Kansas, Texas and Oklahoma, under New Orleans, was bitterly opposed by this Association.

All of you are familiar with the congested conditions which have prevailed at various times at Galveston, and the resultant hardships and losses which the shippers have faced. Should the petition of the Galveston Commercial Association be granted, and a differential of 5 cents per hundred be created in favor of Galveston, the results would be far reaching and disastrous. Galveston has not facilities to handle the grain already being shipped there during the busy season, and how could it take care of the increased amount should rates make it incumbent upon shippers to favor that port as against New Orleans.

We fear you do not realize the magnitude of this matter, as so few dealers responded to the urgent appeal sent out by your secretary prior to the hearing in Galveston on March 27. The combined efforts of both ports are necessary to properly handle the large bulk of grain which is shipped during the early part of the season, and a discrimination against either port would result in congestion and losses to you.

## Lack of Uniformity of Grading Grain

Lack of uniformity in grading grain during the past season has been a greater menace to the established grain business than any other factor. We must admit failure in the application of our present grain standards, in that they do not result in uniform grading, without which they become harmful rather than beneficial.

The meeting held in Oklahoma City March 1 for the specific purpose of remedying this trouble brought no results. Conditions did not improve thereafter;

in fact, they have grown worse instead of better; therefore, I ask this frank question of you: "What are we going to do during this convention to make our position more pronounced upon this subject? Are we to remain silent and permit an arm of our Government to function to the disadvantage of those whom it was intended to benefit, or shall we take a positive stand and go on record in an appeal to our representatives in Congress and the entire interested Southwest looking to the repeal of the law creating our present grain standards, or amendments thereto which will make it workable?" Even though the wheat crop proves this season to be of very even grade throughout, we do not wish for a recurrence of the action which made a vital matter out of a condition which was only "Skin Deep."

## Storing Grain

It has long been agreed that the storing of grain in the average country elevator for the convenience of the producing public is a practice which reflects to the disadvantage of every one who attempts it. This is a subject which merits the very careful attention of every elevator operator, the capacity of whose house does not warrant engaging in such traffic. You may be working in direct competition with those whose capacity make possible the storage of grain, and you may feel that in order to get your share it becomes necessary for you to do that which, nine times out of ten, will work to your own disadvantage.

The elevator operators of this state have long since realized that their plants were constructed for quick and convenient handling of grain from wagon to car, and were never intended for other purposes. Then why try to convert them into storage houses, for which they are not qualified?

The law on our statute books today governing public storage of grain was prompted by grain men whose experience was anything but satisfactory and who were looking for something which would relieve the situation for all time to come.

## Merchandising

How far is the grain dealer justified in indulging in speculation, is a question which is often propounded. The merchandising of grain has become an art through systematic and careful study, and it is the abuse of its methods and misunderstanding of its purposes which have brought about comment and opposition.

Our vital point which should be stressed is a lack of understanding between the producer and the buyer. Were the elevator owners to make a careful study of the farmer's side of the transactions, and he a comprehensive survey of the methods and intents of the grain dealer, both parties would profit largely by the confidence thus established. Efficiency, the watchword of the times, makes for success, and only so may it be obtained. To know your business, to develop by the experiences of the past, and to be willing to take a legitimate profit, this is the secret of a successful grain dealer.

The speculator, of which there are many, who buys only for the raise, considering not the market value, learns by sad experience the inadvisability of his method. He is not stable, and he lacks the confidence of the producers, without which he cannot long succeed. Know your market, buy with a safe margin, and eliminate the speculative feature which has given the grain trade a figurative black eye. Safe and friendly competition makes for trade, as efficiency and fairness make for confidence and success. You will deal with the merchant who knows his business, and who gives you what he asks that others give to himself, a fair deal.

## Controversies

Your secretary's office has been used as the medium through which a large number of controversies have been settled between buyer and seller without arbitration. We have always felt, as we do now, that the arbitration feature of every association is its greatest asset, and affords a means of adjusting differences when all others fail. However, this past season out of 21 cases filed for arbitration, 17 have been settled without the services of the Board.

During the spring and early summer we held a number of district meetings which were unusually well attended, and the subjects discussed were of local as well as general interest. These meetings should and will be continued during the present season.

## Membership

The year just passed has been a hard one, more so than many realize, yet this Association has gone on functioning as best it could under such adverse conditions. We have taken in since our last annual meeting 28 new members, while we have lost 32, not from lack of loyalty, but through death, retirement from business, failure or the fact that their business would not warrant their continuance as members. We consider this a most creditable showing, as our membership has only been reduced by four.

The following committees served during the convention: Resolutions: Frank O'Bannon, Claremore; Frank Winters, Oklahoma City; E. S. Bouldin, Muskogee. Nominations: C. W. Golty, Enid; George L. Moore, Oklahoma City; G. G. Black, Frederick. Joint Committee to act with a committee from the Oklahoma Millers Association to consider wheat discounts: W. O. Wheeler, Weatherford; W. M. Randels, Enid; L. O. Street, Woodward; P. G. Newkirk, Clinton; C. B. Cozart, Oklahoma City.

## RESOLUTIONS

Resolutions were adopted condemning the present grading of heat damage; condemning the proposed Galveston freight differential; requesting lower commission rates; approving lower inspection and weighing fees; approving work of Wheat Improvement Committee.

The rules were amended to expel a member who had been expelled from the Grain Dealers National Association.

The following officers were elected; President, R. E. Nelson, Clinton; vice-president, E. S. Bouldin, Muskogee; secretary-treasurer, C. F. Prouty, Oklahoma City. Directors: M. E. Humphrey, Chickasha; C. W. Golty, Enid; Fritz Straughn, Oklahoma City; Frank O'Bannon, Claremore; L. O. Street, Woodward. Arbitration Committee: U. F. Clemmons, Marshall; D. J. Donahue, Ponca City; G. L. Moore, Oklahoma City. Member Tri-State Board of Appeals: W. M. Randels, Enid.

The convention then adjourned.



## FEED MANUFACTURERS MEET

The annual meeting of the American Feed Manufacturers Association, held at the Hotel La Salle, Chicago, Ill., on June 8 and 9, was one of the best ever held by the association, with about 150 registered in attendance.

### THE PRESIDENT'S ADDRESS

The first session on Thursday morning was opened by Acting President H. G. Atwood of Peoria with the following address:

Having the honor to submit this, the fourteenth annual report of our Association, it is gratifying to advise that our membership totals 151 members, representing 30 states.

The chairman of your Executive Committee will report to you many vital questions that have been successfully handled during the past year. Your secretary and traffic manager will show the activities in their departments during the past year and results of their work could not have been accomplished without the co-operation of our members.

It appears to be obvious that a trade association, although functioning in many and varied ways for the benefit of its members, operates through all these functions in two general directions. The first is the work of the association as an educational institution, teaching and enabling the industry, which it represents, to progress along the line of better business practices, better methods of operation and distribution, advancement of standards of quality and grade, elimination of unnecessary waste, lowering of manufacturing costs, etc., thus enabling the industry, and I speak with particular reference to our own business, to grow and thrive, to meet the competition we have to meet, to reduce the issues between producer and consumer, to reduce our costs and advance our quality, to conduct research and test our work to establish among our customers and potential customers, the value of the mixed feed industry not only to us, who are manufacturers, but to the agricultural world at large, who are all our potential customers. The other general direction of our Association work is to act as a clearing house and a central agency through which our problems may be presented to Congress, to the various state legislatures to the different departments of Government with which we deal, and to the railroads and the Interstate Commerce Commission in transportation and rate matters.

### An Unlimited Field

Our field of usefulness is almost unlimited. In 1920, the valuation of farm property in the United States was \$78,000,000,000, an increase of 90 per cent since 1910. The total value of all livestock including poultry, was slightly over \$8,000,000,000, an increase of 62.7 per cent since 1910. There were on January 1, 1920, 66,652,559 cattle on farms in the United States, of which 35,288,100 were beef cattle, and 31,364,459 were dairy cattle, kept for milk production. There were also on January 1, 1920, 372,825,264 head of poultry; 19,767,161 head of horses; 5,432,391 head of mules; and 59,346,409 swine. There was produced in the United States in the same year an amount of mixed live stock feed sufficient to provide about three days' feeding for each head of live stock, which shows clearly that the production of mixed feed as compared to the possible consumption is relatively small. Our business is yet in its infancy, and the surface of our available field of distribution has been barely scratched. Through the medium of this Association, the way is open for work of the character mentioned above, to sell to the farmer, dairyman, poultry raiser and live stock producer, the idea and importance of scientific, properly balanced feed, based on careful calculations that will give better results in the feeding of dairy cows, poultry and other live stock, than by feeding the natural grains. Also by co-operation in methods of production, reduction of manufacturing and distribution costs, this balanced ration can be offered to the consumer at a price which will be attractive, which coupled with research and educational work will vastly increase the demand for and consumption of our products.

Arrangements should be made to have feeding tests conducted by the experiment stations of the agricultural colleges, comparing the value of a scientifically balanced ration with tests made by feeding the natural grains.

One University Agricultural Experiment Station writes as follows:

"I am still in hopes that the American Feed Manufacturers will see that it would be to their interest to establish research laboratories for the purpose of investigating various problems in connection with animal nutrition. I believe at this time when there is a question of continuing some of the fundamental work which was started by Dr. Armsby in connection with the Animal Nutrition Institute that it would be a good opportunity and the best monument which the American Feed Manufacturers could erect to come forward and make some provision for continuing that piece of research work together with research of many of the other fundamental problems. It would require but a very small tonnage tax to handsomely support a piece of work of this nature. I am sure that there is no research institution in the country which is doing better work from a scientific standpoint than the work done by the National Canners Association research laboratories. The kind of institution which I would advocate for the American Feed Manufacturers Associations I believe should be modeled in general after that carried on by the National Canners Association."

Along this line Professor Savage, of Cornell University, says:

"There is great need for fundamental research work, which will tell us how proteins will properly supplement each other for growth and production. Much research needs to be done to determine the actual 'quality' of the different proteins in the natural grains and the by-products from them. There is not yet settled whether mineral matter is really necessary in mixtures for dairy cows. It seems to me that the American Feed Manufacturers Association could do much in the way of making this fundamental research work possible."

Professor Pearson, of the University of Illinois, before the Chicago Milk Commission states:

"We can no longer afford to feed our high priced grains to dairy cows. We must feed them by-products. It is not right to feed grains which are good feed not fit for human consumption."

The U. S. Department of Agriculture which has been doing some test work at Beltsville, Md., reports: "As a result of eight years' feeding tests, a mash feed has been compounded which gives high egg production. Several pens of 30 hens each have averaged from 140 to 155 eggs a piece while this mash was

fed. This mash, which was tested for three years, was composed of 4 per cent bran, 4 per cent middlings, 26 per cent meat scraps, 60 per cent cornmeal."

A uniform dairy ration with stated protein, fat and carbohydrate contents, with a known total digestibility of the ration, also ingredients, should be tested for increased milk production. Tests of this kind could be accomplished and research work done by the establishment of an association and institute similar to that of the National Canners Association.

When we find from research work feeding materials that are an economy, or a system in milling or mixing which reduces the cost of manufacture, the industry should have the benefit of same, as the field is so large the competition is not between ourselves, but is competing with the natural grains, and any method of lowering the cost of production or distribution, would be a great benefit to the industry. A national policy for agricultural research is being developed by the United States Government through the Department of Agriculture, by the several states through the state departments to which this work is allotted and also through the state universities and colleges by means of the agricultural experiment stations. This Association should co-operate and assist in this work. The raising of live stock and poultry should be encouraged, and the consumption of milk and other dairy products increased.

Dr. E. V. McCollum, of Johns Hopkins University, a nutrition expert says:

"Milk is just as necessary in the diet of an adult as in that of a growing child. \* \* \* Milk is our greatest protective food, and its use must be increased."

Every adult, according to him, should drink at least one quart of milk each day, and each child even more if possible.

The Department of Agriculture, with their home-demonstration agent and the country agricultural agents, together with the co-operation of citizens are doing excellent work in the increased consumption of milk. In one town, sales of milk in April, 1921, in which month the campaign ended, increased 17 per cent over April, 1920; May showed an increase of 22



GEORGE A. CHAPMAN  
Retiring Chairman of the Executive Committee

per cent; June increase of 26 per cent the following July the increase was 35 per cent.

This shows the value of constructive work, and our Association should assist.

Along this line Professor Savage says: "The American Feed Manufacturers Association through its individual members can do a wonderful work in seeing to it that milk is sold in the schools in each of their own communities. I would suggest that there be a committee of manufacturers appointed in each state to see that this is done."

"This same committee of manufacturers in each state could see to it also that milk buyers are arranged for at fairs and conventions."

"It seems to me that every retailer of food, through whom each manufacturer distributes his product, should be encouraged to boost associations of milk producers and that all retail dealers should be encouraged and taught to boom the increased consumption of milk and dairy products in their individual towns. It seems to me that feed manufacturers could do this easily and at very little expense by adding a sentence or two to their letters and advertising leaflets which they send out to their retail dealers."

During the world war, the War Department, Food Administration and Railroad Administration all recognized the mixed feed industry as an essential, all shipments of live stock feed being moved on priority orders, and all plants manufacturing feed being promptly supplied with equipment for loading coal for their use, and being exempted from all embargoes.

We, who are here today and represented in this Association, are, it is true, making our living by manufacturing and selling mixed feed. We are, however, bigger than this, and have a broader function, in which is bound up absolutely and finally the growth and development of our business. We have duty to perform to the farmer, the producer, and to the Nation, the duty of producing a commodity that is better and cheaper than the materials now being used; of selling to the user the knowledge and idea of the value of this commodity, and the results of its use; of keeping faith with him in maintaining and increasing the high standard of quality necessary to produce these results, enabling us as manufacturers to make good with our customers; and to aid in stimulating the growth of farm development, an increase in live stock production, and a like increase in the consumption of farm products by the people of this and other nations.

Gentlemen, this is a large program, but the development and prosperity of our industry is bound up in

it, and in the measure in which it is faithfully carried out, will be retained to us as an industry, a like measure of success. Such work is beyond the power of any individual. Close co-operation, careful consideration and concerted action by our members through this Association will alone bring results.

G. A. Chapman of Chicago, chairman of the Executive Committee, in a short report for that Committee, stated that six meetings had been held during the year and that other work of the Association had been ably taken care of by Secretary L. F. Brown and Traffic Manager R. M. Field.

### SECRETARY BROWN'S REPORT

Secretary Brown reported briefly, his report having been distributed in pamphlet form, as follows:

The year just closed has been an unusually busy one for the Association and many matters of more than ordinary importance have presented themselves for consideration and intelligent solution.

### Executive Committee

The Executive Committee at its organization meeting in St. Louis last June decided to abandon the plan of holding regular monthly meetings and hold such meetings when matters of sufficient importance had accumulated to warrant a meeting. In harmony with this plan, six meetings have been held and have been well attended by the members of the Committee. This plan seems preferable to regular monthly meetings as the Committee is assured that when a meeting is called, there will be matters of importance presented for consideration.

The members of the Executive Committee receive no compensation for their services as such, nor have they been reimbursed for the expenses incurred in attending the meetings. Although a resolution authorizing the payment of expenses was adopted at our last meeting, the members of the Committee have taken advantage of this resolution by submitting accounts for payment.

### Legislation

During 1922, but 12 states have held regular legislative sessions. Legislation presented in which the feed industry was directly interested is as follows:

Massachusetts, a bill introduced in the Massachusetts legislature provided for a tonnage tax of not more than 5 cents per ton. A conference called by the Boston Chamber of Commerce and held in Boston, January 31, 1922, was attended by your secretary, and at this conference a very decided sentiment against the tonnage tax was found to exist and a committee was appointed to oppose a tonnage tax provision being enacted into law in that state. The Committee apparently convinced those responsible for the introduction of the measure of the desirability or perhaps of necessity of eliminating the tonnage tax basis and they have substituted in its place a brand tax of not more than \$20 per brand; and while I have no positive information as to the final outcome, the last reports indicated that the bill would be enacted into law.

New York, minor changes were made in the New York law by including milk by-products in the definition of the term "Concentrated Commercial Feeding Stuffs." Another amendment provided that in the case of mineral or inorganic compounds, mixed or unmixed, such as Calcium Phosphate, Calcium Carbonate or any other materials of similar inorganic character, the minimum percentage of each ingredient which is present in amounts greater than 5 per cent of the whole, was to be declared on the label. Another amendment provides that metal fasteners with sharp points shall not be used to attach a tag to the container of any feeding stuffs, irrespective of whether it be a commodity defined by the statute as a concentrated commercial feeding stuffs, or a feeding stuffs exempt from the provision of the statute relative to license and branding. This bill became law and takes effect October 1, 1922.

South Carolina, made a minor change in its law by exempting corn and cob meal manufactured in the state of South Carolina from the provision relative to paying tonnage tax fee.

Virginia, two bills were introduced in the Virginia Legislature, one providing that in addition to the name and address of the manufacturer appearing on the label, the name and address of the jobber or importer should also appear. The other amendment prevented the use of wire or other metal fastener in attaching tags and bags. Both of these bills failed of passage.

The legislatures of Georgia and Louisiana are now in session. I am not informed that any changes in the feed inspection laws of these states are contemplated at these sessions of the legislatures.

### Vestal Bill

The so-called Vestal Bill, which is an act to establish a standard of weights and measures for wheat mill and corn mill products and all commercial feedingstuffs is still pending at Washington. Considerable opposition has developed to the passage of this bill and present indications are that it may not be enacted into law.

### Edge Bill and Resolution

Recently Senator Edge of New Jersey introduced a bill in the Senate at Washington authorizing The Federal Trade Commission to exercise control over all trade associations and requiring all such associations to make certain reports to the Commission relative to their activities.

Later Senator Edge introduced a resolution in the Senate providing for an investigation of trade associations and from the information so secured base regulatory legislation.

The object of both the bill and the resolution as I understand it is to regulate and possibly prohibit the functioning of so-called Open Price Associations. The author of both the bill and the resolution is said to have recently announced that it was not his intention to press his bill for passage but did feel disposed to urge the adoption of his resolution.

### Chamber of Commerce of the U. S. A.

Our Association retains its membership in the Chamber of Commerce of the United States of America. Mr. Atwood, shortly after becoming president of the Association appointed R. F. Walden of the Corn Products Refining Company, New York as national councillor and F. J. Ludwig of the Chas. M. Cox Company of Boston, Mass., as substitute national councillor, to represent this Association in that organization. Your Executive Committee has as heretofore recorded the vote of the Association on referendums submitted during the year by the Chamber with but two exceptions.

### New Member of Executive Committee

The Executive Committee at a meeting held January 5, 1922 elected H. A. Abbott as a member of



the Executive Committee to fill the vacancy caused by the resignation of R. M. Peters.

#### Office Changes

Following the termination of the services of Professor Minkler, we were able to secure a release of the quarters occupied by him while associated with us. We also dismissed one stenographer in an effort to be in harmony with general business conditions and keep the running expenses of the Association at the lowest possible point without sacrificing the efficiency of the work.

#### List of Brand Names

We are continually revising and endeavoring to keep up to date our card index of brand names. The list at the present time contains approximately 6,500 names and is frequently consulted by feed manufacturers, almost as frequently by those who are not members of the Association as by our members.

#### Official Emblem

The secretary's office has on hand a supply of two sizes of electrotypes of our official emblem for distribution to those of our membership who may desire to use same upon their stationery or advertising matter.

#### Membership Campaign

The campaign for increasing our membership resulted in the addition of 20 new members. At first blush this might be considered as indicative of indifferent results. The 65 members who agreed to be a part of a Booster Club for this undertaking have been very energetic and conscientious in this work and should be most warmly commended for their untiring efforts. Many of the Boosters wrote three and even four letters to each prospect and as the names of 20 prospects were submitted a week during a portion of the campaign, it may be easily understood that they were called upon and did perform a vast amount of work in addition to their regular office duties. Had ordinary business conditions been prevailing during the campaign period, the sincerity of purpose displayed would have been more immediately apparent. I am confident that the final results will amply justify the undertaking as the campaign has unquestionably created a very favorable impression in the minds of many manufacturers, which will, within a short period, result in their making application for membership and in the following months we should reap a much fuller result of the work.

Of the 20 new members already received, one has been unable to decide to whom the credit of securing his application should be given, the other 19 were secured by the following:

G. A. Chapman	7
H. A. Abbott	2
J. O. Loch	2
Chas. D. Jones	1
F. M. Wilson	1
L. M. Fralich	1
J. B. Edgar	1
E. A. Webb	1
B. T. Manard	1
W. B. Hawke	1
W. R. Anderson	1

#### Membership

At our last annual meeting I reported a membership of 156, 144 active members and 12 associate members. During the year 29 members have joined the Association, but 34 have withdrawn. The membership at the close of this fiscal year being 141 active members and 10 associate members, total 151 members, a net decrease of 5.

The existence of trade associations in almost every branch of industry is the strongest possible evidence of the necessity for such organizations. And so, as an economic and legal necessity, these many trade associations have come into existence. A few may have over-stepped the bounds of propriety and be, as Secretary Hoover says in the "twilight zone" but the great majority are increasing and developing year by year and are a growing influence in our industrial and national progress toward fairer and more honest products and toward service and justice for all. At the present time there is a distinct challenge to this Association to build carefully and thoroughly in the work which we can and should do, for in proportion as we become more nearly perfect so will our industrial life become more prosperous and our nation more commercially secure and more nearly supreme.

In all organization, some must of necessity lead, others must follow. The degree of success attained by this Association during the coming fiscal year will be in true ratio to the degree of support accorded by the membership of the Association to those whom you will elect tomorrow as officers to watch over, guide and protect the affairs of the Association for the ensuing 12 months. They will be working for you and your interest. They are entitled to, should and I hope will receive 100 per cent co-operation from every member of the Association.

R. M. Field gave his report on traffic matters which was also distributed in pamphlet form. The report was of great interest, but was too long for reproduction here.

#### ADDRESS OF ROBERT O. LORD

Robert O. Lord, vice-president of the Harris Trust & Savings Bank of Chicago, gave an interesting address on "What About Business for the Next Year or Two." Before predicting the future, Mr. Lord gave a brief resume of the past four years so that the course of business conditions could be followed. In the summer of 1918 all industry was busy. The armistice in October brought an abrupt change and it took four months for industry to settle into its peace stride. There was another busy period until early in the summer of 1920 during which there was a scarcity of materials of all kinds. Jobbers over ordered in the hopes of getting their requirements on a prorata basis, and manufacturers over produced. Living cost increased until the public rebelled and stopped buying. There were large inventories all along the line; bank rates went up and every Federal Reserve District, even at 7 per cent, had difficulty in taking care of its customers. Where borrowings were excessive the member banks were penalized by higher rates. One bank in the Southwest paid 26 per cent to the Federal Reserve. As the depression progressed rates became lower, for low rates mean

slack business. But easy money, such as we have now, is the forerunner of better business. For the next two years money will not be worth over 6 per cent and probably 5 per cent will be common.

The pessimists who cannot see better times on the way fail to appreciate the wonderful recuperative power of this country. The present position of the farmer is excellent, for good, if not high prices will prevail and production will be much cheaper. Iowa, an agricultural state, was the heaviest borrower a year ago. Today many banks are out of debt. We are now on a foundation of known values, railroad rates are lower, money is cheaper, and the resources of the country are undisturbed, in short, the return of prosperity is on the way.

#### THURSDAY AFTERNOON SESSION

President Atwood opened the afternoon session by appointing the following committees:

Auditing Committee: J. B. De Haven, G. E. Hillier, Harry Cassidy.

Resolutions Committee: H. A. Abbott, A. F. Seay, W. E. Suits.

Nominating Committee: F. M. Wilson, A. H. Schmidt, W. R. Smith-Vaniz, F. C. Greutker, R. F. Deibel.

#### ADDRESS OF E. G. PROULX

Dr. E. G. Proulx, state chemist of Indiana, gave the following address on the subject, "What a Feed Control Official Expects of a Manufacturer in Complying with Feed Inspection Laws."

I sincerely regret that Dr. Hand of Mississippi, who is president of the Association of Feed Control Officials, finds it impossible to be with us to-day. For many reasons I would much prefer that he was in my place. As a penalty for being located near Chicago, Dr. Hand asked me to take his place and Mr. Brown, my secretary, seconded the motion.

My text is "What the Feed Control Official Expects of a Manufacturer in Complying With Food Inspection Laws."

Allow me to say at this time just a few words on feed inspection laws. We all regret that these laws are not uniform throughout the states. However, most feed control laws are similar in the main essentials; namely registration, guarantee, and declaration of ingredients. Perhaps some feed manufacturers look upon feed control laws as an unnecessary evil. Did you ever stop to think why it was that feed laws as well as fertilizer and agricultural seed laws were given to the state agricultural experiment stations or to state commissioners of agriculture for enforcement instead of being given to the police department as is done in the case of anti-cigarette, habit-forming drugs and prohibition laws? Why not let the police department handle all of these laws?

The answer is, that simply because feed, fertilizer and seed laws are inspection, or preferably, control laws and these commodities should be built up and not torn down. The fertilizer, feed and seed control laws are given, therefore, to agricultural experiment stations or to commissioners of agriculture for enforcement in order that the sale of good feed, good fertilizer and good seed may be promoted. Every Feed Control Official believes in doing all that is possible to promote the sale of good feed. I am firmly convinced that the annual tonnage of feed sold to farmers, especially ready mixed feed, would be much less were it not for feed control laws.

Going back to my text, Control Officials expect a great deal from feed manufacturers, especially those manufacturers who are members of The American Feed Manufacturers Association. Having the entire services of Mr. Brown for a number of years, the members of our Association are very well prepared to know the requirements of the inspection laws of the different states.

Control Officials expect feed manufacturers to secure registration before the feed is shipped into the state. Secure your registrations first, obtain your labels or stamps if necessary, then ship your feed. Considerable feed inspection work is done over the desk of the Control Official. Registrations may be incorrectly made out. Ingredients may be stated in a misleading manner. These registrations must be corrected before they can be accepted. The feed should not be shipped until the registration is accepted, otherwise the dealer will be compelled to store the feed until the registration can be secured. This does not help towards repeat orders. Mr. Brown has well said that securing registrations is not a job to be left to the office boy. I prefer to have the sales manager and the mill superintendent, if necessary, make out these applications. After the registration is accepted, live up to it. It should not be necessary to change registrations several times during the year if care is used when first registering.

Control Officials expect feed manufacturers to follow the Official Definitions of Feeding Stuffs when listing ingredients for registration. Feed manufacturers were represented when these definitions were adopted and the definitions are accepted in nearly all states. Unfortunately a few states have, in addition to these definitions, adopted separate standards on certain types of feeds and it is necessary that feed manufacturers familiarize themselves with these different standards. Control Officials should try to agree on the same standards and should incorporate these standards into the feed definition. I hope that the Control Officials can work towards this goal these next few years as it is a move towards uniformity and this can be accomplished without redress to legislation.

It is decidedly worthwhile for mixed feed manufacturers to buy their unmixed ingredients from reliable people. Since a food manufacturer has to certify as to the ingredients he used, it is necessary that he knows the ingredients he buys. I will illustrate this by two actual happenings in Indiana. A mixed feed manufacturer of Ellettsburg, Indiana rightly prides himself on his prepared hog feed. Usually our inspections show this feed to be strictly as certified. One day we found ground cocoa shells in the feed which was not declared by the manufacturer. Fortunately this manufacturer had not mixed all of his materials so that our inspector could trace the cocoa shells to the tankage. Investigating the manufacturer who compounded the tankage the inspectors found that cocoa shells in considerable quantities had been deliberately added to the tankage simply to improve the color of the product.

We found large amounts of ground oat hulls in a molasses feed manufactured by a Southern Indiana feed man. The oat hulls were not declared. Investigation showed that this mixed feed manufac-

turer had supposedly bought a mixture of Alfalfa and molasses from another large mixed feed manufacturer. The material he received, however, was ground oat hulls, Alfalfa meal, and molasses, and he proceeded to use this in his prepared mixed feed without investigating. It is not difficult to recognize cocoa shells in tankage and tell oat hulls from Alfalfa meal. Two innocent feed manufacturers shouldered considerable blame for the fraud committed by the two others who knew better. It pays to know what you are buying.

The Control Officials occasionally find ground glass in tankage, but I do not know of any official finding ground glass in mixed feed. A little glass in tankage and a little tankage in mixed feed means, of course, very little glass in the mixed feed, but gentlemen, accidents may happen. It would not sound pleasant if ground glass was reported in a prized hog feed.

I will concede along with Dr. Miner that analysts, both micro and chemical, often fails to tell all the things that are in the mixed feed. Ingredients, as it were, largely lose their identity, particularly in some molasses feeds. Control Officials expect feed manufacturers to tell just what is in the feed. Gentlemen, it hurts when we finally find that the ingredients in any feed have been wrongfully declared for years. This is especially true if we have reason to believe it was intentional on the part of the manufacturer. It hurts us and it hurts the manufacturer. If you gentlemen have any registrations which have been declared as O. K. and you know the ingredients are wrongfully declared, it is a good investment to voluntarily take the matter up with the Control Official.

When you are notified that a shipment of your feed has been inspected and is being offered for sale in violation of the law, Control Officials expect you to take prompt steps to correct the violation and to comply with the law. Do not allow the matter to drag on for weeks. To do so is bad for business and hard on your agent. Would the Control Official neglect to give out the necessary facts concerning the violation, get after him. Get the facts and then adjust the violation.

Control Officials expect feed salesmen to sell their feed without verbal misrepresentation. There appears to be no end to verbal misrepresentation judging from the numerous complaints Control Officials receive, the most common misrepresentation being to enlarge upon the desirable ingredients in a feed and to gloss over the so-called inferior ingredients.

About a year ago a farmer came to my office with two feed tags in his hand and asked me which tag called for the better feed. One of the tags was a private tag of the feed manufacturer. The other tag was our official Indiana tag with which most of you gentlemen are familiar. Both tags guaranteed the same identical feed and I so advised the farmer. According to the analyses and ingredients listed on the two tags, this feed was a mixture of cottonseed hulls, oat hulls, flax plant by-product, alfalfa meal and molasses with a fiber percentage more than equal to the combined fat and protein percentage, a very unprofitable feed to use. The farmer had purchased about 20 tons and could not persuade any of his farm animals to help dispose of it.

To make a long story short, the feed salesman had told this farmer that the feed contained 62½ per cent of molasses which was plainly guaranteed on the private label, namely carbohydrates 62.5 per cent. I am certainly thankful that our Indiana tags do not provide for listing carbohydrates. Carbohydrates mean much more than anything else stands in the way of a uniform label.

Going back to Mr. Farmer with 20 tons of molasses feed which he could not use, it did not take me long to convince him that 62.5 per cent carbohydrates did not mean 62.5 per cent of molasses. One salesman sold this farmer 20 tons of a poor feed which the farmer could not utilize. The same salesman could not expect a repeat order, and judging from what the farmer was saying when he left the office, it would be a long time before the feed salesman to pass him by in the future. Misrepresentation is certainly bad for business.

Previous in this paper I mentioned that agricultural experiment stations and commissioners of agriculture were given the enforcement of the feed law in order to promote the sale of good feed. Feed laws were not made to promote the sale of poor feed. There was recently called to my attention a report of analyses on a so-called Grain Screenings which Indiana agents reported to a mixed feed manufacturer a few days ago. This so-called Grain Screenings was shipped from Minnesota to Indiana, the Indiana feed dealer purchasing four tons last November. Two tons were on hand five months later when inspected, and are still on hand. This so-called Grain Screenings was guaranteed to contain not more than 15 per cent crude fiber. We found over 22 per cent crude fiber. Apparently this feed was simply a clean-up feed to enable the factory to dispose of all screenings, screenings and sweepings. The feed cost the Indiana dealer \$12 a ton and he tried to retail it for \$20 a ton. Feed of this nature should be used where it was produced and not shipped across country a thousand miles. We have thousands of acres of equally as good a feed in Indiana which we first use to hunt rabbits in before plowing under the corn stalks. The unfortunate feature regarding this identical feed is that the dealer who handles it happens to be the only feed dealer in the town. Farmers have no chance in that town to buy good mixed feed simply because the dealer does not carry good feed. This dealer does not give service to his trade but instead offers encouragement to the starting of a farmers' co-operative feed store.

I feel sure that a mixed feed manufacturer would prefer to sell a complete line of feeds to every retail feed dealer. As manufacturers in this Association, you can materially help in promoting the sale of feeds if you keep the feed dealer supplied with good feeds and sell your sweepings to the wagon trade through the back door of the factory. Don't ship it away across the country.

As a Control Official of one of the corn belt states, I am interested in the problem now confronting the mixed feed manufacturer; namely, How to Sell Mixed Feed to the Corn Belt Farmer. That this is a real problem can not be denied and it presents itself in all the corn belt states as well as in Indiana.

I estimated that Indiana used 95,000 tons of ready mixed feeds in 1921. Of this 95,000 tons, we should subtract 6,000 tons of corn and oats chop as you gentlemen sell very little corn and oats chop the mixture being so simple that every little grist mill makes a chop feed. So subtracting this 6,000 tons of chop feed will leave you 89,000 tons of ready mixed feed. We next come to the poultry feeds. Thirty-one thousand tons of scratch feed without grit, 8,000 tons of scratch feed with grit and 16,000 tons of poultry mash, a total of 55,000 tons of poultry feed. Very little prepared poultry feed reaches the corn belt farmer. The own and carry back-yard poultry raisers account for almost all of this poultry feed tonnage, and since the Indiana corn belt farmer does not use this poultry feed, we will likewise subtract



# THE AMERICAN ELEVATOR AND GRAIN TRADE

Fortieth Year

this 55,000 tons, which leaves us 34,000 tons of ready mixed feed. I might continue and estimate that part of the 34,000 tons which is used in the towns and cities of the state, but it is not necessary as we all realize the corn belt farmer last year did not buy his usual amount of prepared mixed feed.

We can not expect the corn belt farmer to purchase much ready mixed feed under the present economic conditions, particularly when the price of corn is so low. Nevertheless, the corn belt farmer has bought some choice ready mixed feed this past spring. They are slowly coming into the market for choice feed. I am satisfied that they will buy more feed if they can get the kind they want. Many feed mixtures that were good sellers four years ago are not being sold today. We have all learned something these last few years and the corn belt farmer has likewise learned several lessons. They are more discriminating buyers than formerly. They have to be in order to make both ends meet. They now demand a feed which is not composed of materials similar in feeding value to those discarded on their own farm. They will buy a feed if it can be fed at a profit and as a Control Official, I expect the mixed feed manufacturers to supply them with good feed mixtures which will be profitable both to the manufacturer and to the corn belt farmer.

The next address on the program was made by Frank B. Smith on "Does Your Selling Price Cover Your Total Cost and Yield You a Profit?" Mr. Smith showed how to figure cost and selling price on the percentage basis. The address led to considerable discussion during which the speakers generally agreed that in an industry where material costs fluctuate so rapidly the percentage basis is not accurate enough for the purpose.

## ADVERTISING AS IT SHOULD BE

Harry B. Fridstein of Chicago gave an interesting talk on advertising, as follows:

Going back a trifle of a few thousand years we must give credit to Eve as being the first advertiser. She advertised the lusciousness of the forbidden apple to Adam so convincingly that he failed to ask the price, with the result that all of us are still paying the price of Eve's clever advertising. Then, either before or after Eve, came the cave-man, who advertised to the assembled multitude that the fair maiden, whose alabaster brow he caressed with the business end of a club of stone, was his, and if any of the aforementioned multitude wished to argue the matter, to come right along. And so through centuries and centuries we come down to a relatively recent period when the expounding of the merits of one's merchandise by written or printed word came into being.

Advertising is hard to define; it has so many ramifications which cover such a wide field that the best definition leaves something unsaid. The best one that I have found is that advertising is the organized application of the force of publicity to the sale of commodities or services by increasing the public knowledge and desire for the articles specified. Good advertising is easily read and easily comprehended; it is interesting, concise, vigorous; attractively laid out so as to pleasingly catch the eye. It should be based on evidence such as tests and guarantees, testimony, facts and figures. It does not try to gain attention by means of force but rather by finesse; it must be live, breathing, talking; the type must be carefully chosen and carefully arranged. The same layout which is used for advertising finger rings cannot be used for extolling the merits of a road roller or a tractor. How well your advertising meets these requirements, I'll leave for you to judge.

Let us take for example our balanced ration. The fundamental reasons for the balanced ration are twofold: 1. It will produce as good results at a lower cost than feeding raw grain, or, 2. It will produce better results at the same cost. With this as a working basis, why should we continue to bombard the consumer in most prominent type with "proteins, carbohydrates, fat and fiber"? Let us tell him in plain American that a certain number of pounds of your particular brand of feed will accomplish better results, will produce more meat, milk or eggs than a certain number of pounds of straight grain, at the same cost, or will produce the same results at a lower cost. Of course the analysis of your product has its place, but let us make it subordinate to the more important selling argument of just what the balanced ration or ground or crushed feed will do. That is what the consumer wants to know.

## Information for Dealer

Now, as to the dealer, your line of communication with the consumer; how many times have you seen advertising in trade journals, intended solely for the dealer, duplicated verbatim in farm journals and other media intended principally for the consumer. Your dealer advertising must be entirely different from your consumer advertising. True, they are both interested in the money-making or money-saving feature, but that is where the resemblance ceases. Let us talk to the dealer from the standpoint of sales assistance, sales co-operation, prompt, economical shipment, advertising help and profit; the fact that your feed will keep his customers coming back for more of the same kind; for that is what your dealer wants to know. And this brings to mind a merchandising truism that there are three kinds of customers; the kind that you sell once and are so well satisfied that they stay sold; the kind that you sell once and must sell over and over again each time they are in the market; and the kind that you sell once and never sell again, and the law of averages says that you can't have too many of this latter type and stay in business. Let us say that no manufacturer ever intentionally advertised his feed with the idea to mislead; let us be charitable and say that he was led astray by over-enthusiasm; that he thought so much of his particular brand that he slid over the foul line. It is just this kind of advertising that makes the class which buys once and never again, not only so far as that particular product is concerned, but they are gun-shy of the balanced ration as a whole and the industry as a unit suffers. Advertising, truthfully, plainly and properly told is sufficiently convincing and sufficiently strong to get the business and to keep it.

My experience of several years in the grain and allied trades and more recently as advertising counsel in that field has brought to my notice not a few of these peculiar conditions.

I interviewed a certain manufacturer recently, at his request, in regard to his advertising. He frankly admitted that his trade-journal advertising, his pamphlets, booklets and other direct-mail advertising seemed to lack the specific appeal. The language was good, the idea was presented well from a general standpoint but there was a certain vagueness an indefinite quality, instantly apparent. The advertising

read as though it were full of a pent up force, it came right up to the line but couldn't cross it because the specific thought, idea and language were lacking. It fell short of the clinching argument and in fact with few changes, so general was the tone, it might have been used as advertising for a number of articles far different than the one it was intended for.

Pick up almost any trade journal, read some of the ads carefully. Some part of each one of them was supposed to attract your attention, another part to hold it, while you read on to that part which was supposed to either create sufficient interest on your part to inquire further or even to send in an order for the article advertised. How many of these ads really attracted your attention, then held your attention, and then either incited you to inquire or made you actually want to buy? Are they not pitifully few, and still thousands of manufacturers are wondering why their advertising isn't paying, but they are afraid to stop for fear that they might be forgotten. They know that they must advertise to exist but they will not take the little time required to determine how they can get the most for the money they spend.

Think of the crass egotism of the manufacturer who thinks that his name and product are so well known that all he has to do is to mention them and the orders will come a-flying. He writes an ad like this:

"Unexcelled Corn Shellers"

"Best in the Land"

Manufactured by

John Doe Mfg. Co.

and practically nothing more in the ad. Just the mere announcement that they make corn shellers and the unsupported claim that the corn sheller they make is the best in the land. Not a reason given why it is a better corn sheller, shells more corn with less power, makes a better product or is a simpler machine. No inducement to purchase; just a blind, all-abiding faith; no attempt to attract or hold attention, just an announcement; and you can see in almost any journal or magazine that you may select, quarter, half or whole pages given over to just such advertising.

Advertising, the printed messenger, your exploration party into the unknown wilds of the possible sale is only as good as the thought and idea you put behind it. Another example is the manufacturer who



H. A. ABBOTT  
Chairman, Executive Committee

feels that as long as he must advertise to keep his name before the public, he is going to get his money's worth. So he fills up his space with a lot of generalities and such wonderful words as: "unequaled, unsurpassed, efficiency, service, protein, carbohydrate" and a host of others. They might mean everything, they usually mean nothing due to the way they are used, or misused; just words, words, words, until I feel like the quotation from Shakespeare's King John, "Zounds! I never was so bethumped with words since I first called my brother's father 'dad.'"

## The Ideal Merchandiser

I have followed the advertising of a certain manufacturer in the trade for the past year and have yet to see one of his ads give just one reason why you should buy his product. Of course he is eternally cussing his advertising bills but keeps on because he is afraid that he might be forgotten if he stopped. And that manufacturer is rated as a good, keen, hardheaded business man. I was asked some time ago who or what in my mind, most closely approached an ideal in advertising and merchandising and I replied with the example of the strawberry vended. He comes down your alley calling, "Strawberries, ripe strawberries, 15 cents a box, two for a quarter." He is first attracting your attention by his voice, second, holding your attention by displaying his merchandise and third, inciting desire to purchase when he comes into your yard and up on your porch, smilingly offering you a box for inspection or else turns them over in his hand to show you that his goods are all that he claimed for them. And I will leave it to you gentlemen if he is not fulfilling the requirements of good advertising, crude and primitive, it's true, but getting there just the same.

Few, if any of you, can take your products down your customer's alley and onto his porch, but you can, if you will, carry the message to him through the medium of ink and type, providing you don't sling them at him haphazard. Your advertising is your explorer, your canvasser, your pioneer; call it what you will; don't send it out totally unfit to carry your message. Is your advertising fulfilling these

conditions? Analyze it cruelly, dissect it, rip it to pieces and make it tell you the truth about itself. Put yourself in the other fellow's place; would your advertising tempt you to even inquire further, much less actually purchase the advertised article, even though you were in the market?

The more sales you expose yourself to, the better chance you stand of contracting that ever-welcome disease known as increased business. But don't forget that, while your first ads may expose you to the contagion, it takes consistent, organized, reason-why advertising, extending clear through your advertising program, to really contract the disease in the most virulent and welcome form. You can't shoot a lot of words at a man and expect orders as a result.

Gentlemen, put this down as a thought—a constructive thought—your successful advertising counsel must first make a thorough survey of your business before he can honestly write a line of good advertising copy; from this survey, he must make a plan; and this plan must be complete and comprehensive covering every angle of your advertising program.

Your successful advertising counsel must concentrate on your particular field; must keep in touch with its conditions; must talk its language and analyze its troubles and devise means of overcoming such problems and obstacles as may arise.

In concluding let me say to you gentlemen who represent an industry that has done more for the propagation of food producing live stock than any other industry in the world; you have fought the balanced ration through a wall of ancestral, hide-bound opposition and superstition; stop hiding your light under the proverbial bushel; bring your product out in the open, make it shine for and take its place, its rightful place among the most vital life-giving commodities. And to do this, advertise intelligently, judiciously, economically, insisting that every dollar expended bring its just return of 100 cents.

An open discussion was held on the various activities which the Association could pursue to advantage. Among the suggestions made were: A publicity campaign to educate the farmers to use more feed; to increase the use of milk through the public schools in various communities; to increase the consumption of eggs; to encourage the use of horses. A resolution was finally adopted to have the chair appoint a committee of 10 of which seven should be feed manufacturers and three from allied interests; this committee to formulate a program and present it at the executive session on the following day.

On this committee President Atwood appointed J. B. Edgar, Edward Elmore, Joseph Badenoch, George Forsee, Mr. McIntosh, F. C. Greutker, R. F. Deibel of the manufacturers, and Floyd Wilson, John Ferguson, and T. E. Snyder for the allied interests.

## DUST EXPLOSION PREVENTION

The afternoon session was brought to a close with the following address on the "Importance of Dust Prevention to American Feed Manufacturers," by Hylton R. Brown, of the Department of Agriculture:

Although early interest in dust explosions is generally associated with the explosion in the Washburn-Crosby flour mill in Minneapolis on May 2, 1878, the explosion which occurred during the manufacture of feed at the Husted Milling Company's plant in Buffalo, New York, June 24, 1913, is responsible for the active interest being taken in this work today. The loss of 33 lives, injury to 78 other employees and the extensive property damage caused by this explosion awakened the millers of the country to the necessity of adopting some method of preventing the recurrence of such disasters. Since that time the attention of the Federal Government, state governments, insurance companies and various safety organizations has been directed toward the development of some effective method of dust explosion control and considerable progress has been made in this work.

Explosions have occurred in grain elevators, feed mills, starch factories, sugar refineries, wood working establishments and other industrial plants where dust is produced during the manufacture or handling of the product. Aluminum, hard rubber, fertilizer and lime sulphur, insecticide are some of the materials which have been found to be explosive when in powdered form. This shows to some extent the broad field to be covered in the dust explosion prevention work because while many of the general precautions suggested for dust explosion prevention, such as the elimination of open flames and the prevention of dust accumulations on the premises are applicable to practically all dust producing industries, each plant has its own particular protection problem which requires special attention.

## Losses By Dust Explosion

The flour millers of the country have probably given more attention to dust explosion prevention than any other group of manufacturers, and the result of their efforts are quite noticeable in the explosion and fire records. Since the Minneapolis explosion in which 18 lives were lost and the property damaged amounted to \$800,000, only four lives have been lost and nine persons injured in flour mill explosions in this country. The excellent record would indicate that the high standard of cleanliness and the efficient maintenance of equipment in flour mills has made it possible for this industry to control to some extent the dust explosion hazard.

The feed manufacturers of the country have not been negligent in guarding against dust explosions and many effective methods of explosion control have been adopted and installed in the mills. The revolving damper or positive feed the explosion vent, the automatic power cut-out and the choke conveyor are some of the devices adopted and it is felt that their use has contributed to the reduction of dust explosion losses in the feed grinding industry. However, the records show that the feed manufacturers have not been as fortunate as the flour millers in reducing the fire and explosion losses. In 30 of the more important feed mill explosions during the last 20 years, 80 lives have been lost and 113 persons injured. The property loss in these 30 explosions has been \$4,550,000. The record of all explosions in the various industries shows that in 13 of the larger explosions, 154 lives were lost, over 200 persons were injured and the property loss amounted to over \$16,250,000. Twelve of these explosions occurred in the five year period, 1916 to 1921. By comparison with this huge total, the losses in the feed grinding industry for a 20 year period do not seem so large, but in comparison with the record of the flour millers it



is realized that considerable improvement can be made by the food millers.

Investigations of explosions in feed mills have shown that the majority occur when foreign material enters the grinding mill with the feed. Of the 30 explosions in feed plants referred to previously, 18 are reported to have been caused by sparks in the grinders. The use of open flames in dusty atmospheres, unprotected electric lamps, and static electricity are some of the other causes assigned, but it is felt that the elimination of foreign material from feed entering the grinders will prove to be the most effective method of dust explosion control, and the greatest progress can probably be made in protecting feed plants from the dust explosion hazard by giving attention to this phase of the problem.

A brief reference to a few of the explosions in feed grinding plants will be sufficient to show the necessity of taking all possible precautions to guard against this hazard. In one plant where special attention had been given to the prevention of dust explosions and apparently all possible precautions taken to prevent an ignition of the dust, an explosion occurred while the mill was shut down to make repairs to one of the elevator legs. A sheet metal worker from outside the plant had been called in and was using an acetylene torch to cut a hole in the steel elevator boot. At the same time another workman was repairing the elevator head. When the dust which was shaken loose at the head fell to the boot, it was ignited by the open flame and the two workmen were painfully but not seriously burned. The property loss was quite small because the plant was clean and the flame of the explosion did not propagate.

One of the more recently discovered sources of dust ignition is the electric lamp. When reports were received of dust ignitions caused by the breaking of the lamp or the direct ignition of the dust which had settled on the globe, arrangements were made with the electric lamp manufacturers to conduct some experimental work on this phase of the dust explosion problem. The results of this work, published in the U. S. Department of Agriculture circular 171, proved that dust could be ignited in this way and recommendations were made to protect all lamps in dusty places with double globes and heavy guards. However, less than a year ago a workman inspecting an elevator in a feed mill placed an electric lamp on an extension in the head of the elevator to see that the buckets were discharging properly. When the buckets struck the light wire guard and crushed it, the lamp was broken and the hot filament ignited the dust. The explosion which followed caused slight injuries to one of the workmen in the plant and damaged the building to the extent of \$4,000.

Seventeen persons were killed, 16 were injured and a \$2,000,000 feed grinding plant was practically destroyed when foreign material entered one of the grinding machines with the feed, and struck sparks which ignited the dust. As previously stated this appears to be the principal cause of dust explosions in feed grinding plants, and the elimination of this hazard would undoubtedly reduce the explosion losses to feed grinding plants.

The feed millers have a handicap to overcome in solving this problem because the material which they must use often consists of salvaged grain which contains a large amount of foreign material. The flour miller gives the grain used in his plant a very thorough cleaning and any metal or foreign material is generally removed or discovered before it has a chance to enter the rolls. Similar grain cleaning in a feed mill would at first consideration seem unprofitable, but when the heavy losses due to explosions and fires are considered, it would seem that the installation of some cleaning equipment, at least, would be a good investment.

There are two methods of solving the problem. The first method is to eliminate all sparks in the grinding machine, and the second method is to prevent the ignition of the dust should an explosion occur. The use of magnetic separators and aspiration, or pneumatic separators, will greatly reduce, if it does not entirely remove, the danger of dust ignition by sparks struck by foreign material. Sparks struck by the grinding plates themselves must be guarded against and sparks of static electricity produced by the friction of the plates on the feed are also a hazard. Proper adjustment of the machine and ground wire to remove any static charge will greatly reduce this hazard.

In several industries an inert gas is now being used where explosive dusts or vapors are present and possibly such a system could be adopted to feed grinding. Such an installation would make necessary a closed system from the stock garner to the feed storage bin, and a sufficient supply of inert gas to reduce the oxygen content within the system from 21 per cent to 12 per cent. An attrition mill requires plenty of cool air to provide ventilation and a continuous feed. The high speed of the plates or discs with a rim speed of from one to three miles a minute draws a large quantity of air into the machine with the feed, and provision would have to be made to substitute a supply of cool inert gas for the air used in the present system. Such installations may not be practical under all conditions and in some cases such extreme methods of dust explosion prevention may not be necessary, but it is suggested here as a possibility where other methods have failed.

The general recommendations, however, for dust explosion prevention in all industries, can and should be adopted by every food manufacturer. Cleanliness is the first and most effective precaution to take, because an explosion cannot propagate through a plant where there is no dust in suspension or in position where it could be thrown into suspension. The elimination of open flames, sparks of static electricity and the proper installation and protection of electric lamps, and other electrical equipment are second in importance, because a dust explosion does not occur spontaneously, and the total elimination of sparks and flames would prevent dust ignitions.

The co-operation of the feed manufacturers in the dust explosion work of the past has been very helpful and a continuation of this co-operation will prove of value in adopting for practical application, the various methods of dust explosion control developed in laboratory and experimental work. With such co-operation on the part of the food manufacturers there should be no repetition of the disastrous losses which have occurred in the feed grinding industry.

## FRIDAY SESSION.

The opening address on Friday morning was made by Charles Quinn, secretary of the Grain Dealers National Association, on "Legislative Problems," as follows:

I am very glad indeed to have this opportunity to talk for a few minutes to feed manufacturers. There are, of course, very many subjects in which the feed men and the grain men are all equally concerned. There are subjects, connected in a legislative way

with the grain trade, which affects you just as vitally as they do the grain men. The feed interests of this country have become so close to us that, two or three years ago a movement was on foot to affiliate with the Grain Dealers National Association, the various feed distributing associations. As a result of that movement, we have recently taken over the Mutual Millers & Feed Dealers' Association of Western New York and the Eastern Federation of Feed Merchants, which takes in virtually all of the distributors of feed east of Buffalo, including New England. So that you see the Grain Dealers National Association now has within its own body all or virtually all of the feed distributors in that great consuming section in the East. We haven't made any attempt, we haven't even approached the subject to the Feed Manufacturers with any object of affiliating with us, but I want to say here very briefly that I do not think the National Association would be adverse to any kind of an affiliation arrangement whereby we could at least work in harmony when legislative matters affecting the interests of all concerned come up, and you who have paid attention to the situation in Washington, know that they are coming up constantly, and you know that in the last two years or since the deflation set in, prices generally, that the situation in Washington has become very chaotic and so vitally affecting the feed and the grain distributors, in fact, the entire middleman class.

## Farmers' Movements

You have, of course, been surfeited with propaganda. You have read many articles in newspapers until you know very well just what the situation is in a legislative way and I will take it for granted, I will assume in advance that you are acquainted with



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the situation today legislatively, as it affects the middlemen of this country. You know that the farmers of this country, since before the Civil War, every time there was a deflation in grain price, every time there was a depression in agriculture, have sought relief from Congress. We had the Farmers Alliance, the Grangers, the Greenback Movement and the Sixteen to One Movement and on down for a few years as these agitations came up and it is a peculiar fact that those agitations have always sprung from the soil of the West, and every time they did spring up the farmer ran to Washington, seeking relief.

Now, in the old days, you know the leaders in the farm movement told the farmer that if he could only get to Washington and get the Government to turn the printing wheels and make more money and have the country promise to pay it in the form of greenbacks or any other fiat money, that the farmer would be relieved because our existing system was based upon gold. There was an apparently small amount of gold and it was cornered in Wall Street and the farmers' economic troubles were due largely to the scarcity of money. Then we had the Greenback craze, and then when the next depression came out of the Western soil, the leaders in the farm movement told them that it was the railroads. This time the railroads were the economic leaches that were sucking the life blood of the agriculturists, and so we had the Interstate Commerce Commission and all of those various regulatory rules and bills and laws that were introduced in Congress everybody regulating the railroads, until the railroads were nearly regulated to death.

Now, here is a big thing—and I don't know whether you as manufacturers, are as much interested in this subject as would be the distributor because I don't know whether you really regard yourselves as middlemen in the sense that the grain men and the feed distributors do; but here is a peculiar situation: In all of the agitations that have preceded this one, this is the first time that the middlemen of this country have been the direct objects of attack on the part of the leaders in the farm movement.

## The Middleman

Now, the slogan has gone forth that, "If we can only get rid of the middlemen, our situation will be improved, because he is the one who is sucking our words and applying to a different class—it is the story that was told about the railroads. You will notice one peculiarity about the present agitation. There has been no effort made on the part of the lead-

ers to secure relief through fiat money, and that has been due entirely to the fact that Europe has gone through the War and Russia and Germany and all of the other countries have been issuing fiat money; their economic situation is desperate and the thing is so manifest, so obvious to the farmer and every one else, that no relief can be accomplished in that direction. Nothing has been heard from the farmer up to this time about fiat money, but whenever the farmer gets into trouble,—and I am not saying this in depreciation of the farmer, because the farmer is human like the rest of us, when we get into trouble, we all try to seek relief somewhere, some time; so the farmer, in his effort to seek relief this time has been told that the middleman was the cause of his trouble.

So there sprang up throughout the country, an agitation which had been fostered and led by the Farm Bureau and by the County Agents, and this was the first time when the Grain Dealers National Association, as an organization, became vitally interested in a direct attack and a direct fight upon the farmer.

## County Agent Movement

You know, in 1913, there was passed in Congress, an Agricultural Appropriation Bill—of course every year they pass an agricultural appropriation bill, but the bill of 1913 contained about 240 pages, making provision for all of the various departments in agriculture, forestry and all of the others and contained in that bill of 240 pages, in book form, and there was one little four line item which said:

"There shall be appropriated the sum of \$50,000 for teaching the producers how to market."

No one paid any attention to that, and the bill went through and in 1916 or 1917 that legislation was supplemented by what was known as the Smith-Lever Act. The Smith-Lever Act then made appropriations from the Federal Treasury, the Federal Government was to appropriate one-half the state one-quarter and the county one-quarter, I think that those are the proportions, in any county in the United States that wanted a County Agent, all that was necessary was to be assured that this amount of money, one-quarter was to be raised by the county; and then it became mandatory upon the particular state and the Federal Government to supply the rest. When this Bill was before Congress, the Grain Dealers National Association, of course, knew all about it; we have a very active legislative committee, and it was represented to us that the purpose of these County Agents was to teach the farmer how to grow two blades of grass where one grew before. The idea was to bring to the farmer all of the latest scientific advances in agriculture. We concede that to be an excellent thing, and we had thought that anything that would advance agriculture would advance the interest of the middlemen. These young county agents were hardly established and they had hardly assumed their positions in the various counties, before they forgot the purposes for which they were appointed. They entered into politics and entered into business. In February, 1921, when this agitation became so strong, the Grain Dealers National Association sent out a questionnaire to our 6,000 members scattered throughout the country. We asked in this questionnaire, "What activity the county agent of your county engaged in? In what way is he attempting to aid the producers in that county?" We secured fully a trunkful of replies, in which it was shown that the county agent was not doing the things for which he had been appointed at all, but that he was sending out letters, acting as an active business agent of farmers; that he was quoting grain men; that he was offering stuff for sale; that, in short, he had become simply the business agent of the co-operators, and when this situation became known to us and it was known that they were using the ranking privilege for the purpose of competing with the middlemen in business, we went before Congress, and presented our evidence, and the Department of Agriculture issued strict instructions to county agents throughout the whole country to confine themselves strictly to the business for which they were appointed.

I just want to draw your attention for a moment to the situation in Washington, with reference to the legislative tendency of the times. You know the grain man, the feed man, the miller and these other men are all specialists. They are lopsided men; they are one-sided men. Most business men are that way. Today the competition is so fierce, the struggle is so severe, that in order to succeed in any business, a man must devote his entire time to his own business and when he does that he usually becomes a specialist and he takes very little interest in what is going on outside of his immediate business. So I have found that it is only within the last year or two that the grain men themselves have awakened to a realization of the fact that the legislative situation in Washington has gone in such a direction that it is only a question of a short time until this country will be enmeshed in state socialism.

## The Edge Bill

Here is an illustration of what I mean. You know the Edge Bill. I think your secretary made a reference to it in his annual report yesterday. There is no likelihood of the Edge Bill becoming a law, but I just want to read one short paragraph taken from the Edge Bill, to give you an illustration of what is in the minds of the people who are fathering this kind of legislation. Section 5 of the Edge Bill says: "That after the passage of this Act every trade association shall file with the Commission written notice of the time, the place and the character of every meeting of such trade association, or any committee, or subcommittee thereof, at least seven days in advance of the time such meeting is to be held, and shall permit the Commission, if it sees fit, to have a representative or representatives present at such meeting; and the Commission is hereby authorized, by general or special order, to prescribe the form of such notice and to waive or increase or decrease the time limitation herein stated with respect to such notice."

Now, could you conceive of a bill being fathered by a Senator, especially from the East, like that, 10 years ago?

Here is a bill that says that the American Feed Manufacturers Association cannot hold a meeting unless they notify the Secretary of Agriculture at least seven days in advance of the meeting; that your Executive Committee cannot meet without notifying the Secretary of Agriculture seven days in advance; that any of your other committees or your sub-committees cannot meet unless you send to Washington a notice and tell that you are going to meet and give them, of course, the permission to send a representative. Any time your Executive Committee meets a representative from the Department of Agriculture may walk in and sit down and listen to what is going on.

Now, that does not mean, of course,—you men understand that does not mean that you are afraid of having anyone present from the Department of Agriculture, or from the Department of Justice or any other department of the Federal Government when



your Association meets or at a meeting of your Executive Committee. There is nothing secret about your organization; you are not violating the law in any way, therefore, you don't care, as far as that goes. But the idea that a full grown, full-fledged American citizen, who prides himself on his initiative and who prides himself on his freedom cannot hold a meeting like this or a meeting of one of his committees, or an association meeting, or an association committee without having the Secretary of Agriculture apprise several days in advance of the meeting—that is the kind of legislation the grain trade has been fighting in Washington.

And there is another bill to licensed dealers in agricultural products. Now, here is a bill that was introduced in Congress and it says that every man who is engaged in the manufacture or the handling of agricultural products must, before he can do business, take out a license in advance, from the Secretary of Agriculture, to do business and before that license is granted, he must agree in advance, to abide by any reasonable rules or regulations which may be prescribed by the Secretary of Agriculture, and the Secretary of Agriculture is, of course, the one who is to decide whether any rules or regulations are reasonable or unreasonable.

A few years ago we had such bills as these in Congress. We would often get something like that, and I would receive something of that kind on my desk, sent by our representative in Washington—and we keep a man in Washington all the time—and when we looked at such matter as this, we smiled and we would say "Oh, some nut put that in," but the situation in Washington has become so dangerous we don't do that any more. The more dangerous a bill is now, the more attention we give to it.

Propaganda

The great difficulty with the present situation, as the grain men see it and as you see it, I am sure, is that the late war has taught the world that the world is really ruled by propaganda. The Germans, for years before they decided to attack the world, issued unnumbered millions of pamphlets. They had taken control of their professors in their agricultural and state universities; they had almost taken control of the pulpit, and through that propaganda, that poison poured into the ears of the Germans day after day, and week after week, year in and year out, the German people finally came to believe that the things they had been told were true; that the German nation was pre-destined by the Almighty to lead the world. That doesn't mean that the German is any different from you. That doesn't mean that the German is any more peculiar about the German head; that the brains in the German's head are one bit different from yours. It simply means that if the same thing existed in this country, that if an oligarchy were set up at Washington and if it were in the same position that the military clique were in Germany, and if they disseminated that information in the United States week after week, month after month, the American citizens would begin to think finally that they were ordained to do different than we the Germans and that they ought to go out on a little military campaign of conquest, that there was something innate in American culture that should be accepted by other nations and that if they did not accept it, we should shoot it into them. That is not any different from anything else; it is simply a system of propaganda. So the Americans have taken to propaganda, and year after year, in some particular branch, for example, prohibition, a small band of men, well financed, knowing just what they want and keeping everlastingly at it, finally put over prohibition. Now, you ask, "What relation has that to the middleman system, the system of the middleman,—the existing system?"

It has this relation. It means that if any clique gets the upper hand in this country, it means that if the producers in this country are once thoroughly organized, and if they are systematically campaigning and if their propaganda is systematically disseminated to the consuming masses in this country—it means that ultimately they will displace the middleman, no matter whether it is economically sound or otherwise.

Attitude of the Press

I will give you an illustration. I was once a newspaper man; I was a newspaper man for a number of years and some years ago, a young man worked with me on the Toledo Blade, a reporter, a young man, and we were young reporters together. Since then he has advanced very far in his profession and he is now one of the general managers of the Scripps-McRae organization. The Scripps-McRae people have 32 newspapers in 32 different cities. I met this young man on the streets of Toledo not long ago. It was the first time I had seen him for several years. I stopped him and asked him to have luncheon with me, to talk over old times. Well, we were sitting at the table talking. I said, "How about this co-operative movement?" How do the Scripps-McRae people feel about that?" He said, "We have discussed that in our various meetings of the managers and we have decided to support it." I said, "Well, why have you decided to support it?" He replied, "Well, we didn't go into the economics of the thing but the farmers seemed to want it, and we decided to support it. The public seemingly wanted it. So we decided to support it until it became manifest to the man on the street that it was a failure, and then we will just drop it."

So you can see how the great city press was finally won over to this scheme of co-operation. Any of you men who are sitting in this audience today, must not get the notion in your heads that things that seem to you to be economically unsound, that seem to you to be almost ridiculous, have no chance of becoming laws in Washington. The Woman's Suffrage bill was passed and the women didn't want it. It was because of the leadership of a few, who really wanted it, who knew what they wanted; were properly financed and they forced it. No one can tell me that the movement of the United States, that the women of England want it. Ask an Englishman, that you have met in the last two or three years, if the women of England want political franchise. Yet they got it. I am sure the women of Canada don't want it, but they got it. Just because there were at the head of these movements, a few leaders who insistently kept up their agitation, these things were done. It is simply the old idea of the advertiser—the constant dropping of water will wear away the largest stone. That is why you go to a store and pick out a certain collar, although there are other collars, perhaps much better, but you look up and see a sign of a certain collar, and you buy it. You buy a certain brand of cigarettes; you buy a certain brand of silk shirts, because of advertising, and that is the way it is.

How Legislatures Vote

The agitation in Washington has become insidious; it has become very dangerous; it has become very hard to overcome, and I sometimes wonder what we would do in this country if we did not have a supreme court. At Washington we have two legisla-

tive bodies, a House and a Senate. Do you think for a moment that any Congressman or any Senator, sitting in his place in the House, or in the Senate, votes for a measure because he stops to consider whether that measure is going to be of general benefit to the United States as a whole? That thought never enters his mind. When a Congressman votes for a thing, he says, "How will that affect me with my constituency? Will that get me any votes, or lose me votes?" I know what I am talking about. Any man who has mingled with Congressmen knows that is only too true. Any law that is put up to Congress is voted on by each individual Congressman, not from the standpoint of the good of the whole country, but from the standpoint of whether it is going to affect him adversely in his own constituency among his own people, and the voters.

So, when the bill to regulate future trading on the grain exchanges came up in Congress, the Congressmen voted for it, not because they knew anything at all about the merits of the case, not because they knew anything about the intricacies of future trading, not because they knew whether it was an economic advantage or a detriment to the producers and consumers of this country. They voted for that bill and they will vote for a new bill just because they feel that their constituency, the farmers in their communities, want it. They passed the Tinchin Bill and the Supreme Court of the United States knocked it out on two grounds; first, because the transactions themselves were intra-state in character; that the transactions by the Chicago Board of Trade were made by the Chicago men, among themselves on the floor of the Exchange, and they were intra-state and had nothing whatever to do with the Act to Regular Commerce. And secondly, they knocked it out because there was imposed 20 cents a bushel on all future trades, with few exceptions, and they said that that was a piece of taxing power, which was unconstitutional.

New Tinchin-Copper Bill

I have just come from Washington, where the hearing is on, over the new bill which has just been introduced, and the purpose of the new bill is to attempt to get around the objections raised by the Supreme Court to the old bill, by excluding from the telegraph and the telephone all quotations, all statistics, all matters affecting trades. If the Supreme Court has held in one case that the transactions are in themselves intra-state in character, it would seem reasonable to suppose they would hold the same thing when a new bill comes up before them for consideration, and if such transactions are intra-state in character, of course, the bill would be unenforceable.

Purnell Bill

I don't wish to take up any more of your time, but I will simply refer to a bill that the Grain Dealers National Association fathered and which they found it necessary to withdraw last Monday, a bill called the Purnell Bill. This is a bill that everyone of you men will be very much interested in. The purpose of the Purnell Bill is to enable shippers—any shippers, to secure reparation from the carriers in cases where a wrong rate had been quoted to them. If you have a carload of feed and you want to send it some place, you asked the railroad agent for the rate from your shipping point to another point, and he gives you a rate of 5 cents a hundred under the regular rate and you ship. When the Supreme Court of the United States in the Henderson Elevator case gave its decision, the Court said that you must, in any case, pay the regular published tariff. All of us grant that, and if you get a wrong rate from the railroad and you ship, you are expected to pay the tariff, because that is the only way in which they can obviate the rebate, the abuse of the rebate system; but is it reasonable for you, who have in good faith asked a representative of the carriers for a rate, and after you had secured that rate, written or verbal, and you had shipped your product and lost money on it, and the transaction between yourselves and your customer had been in absolute good faith, is it reasonable to suppose that the Congress of the United States cannot make some kind of an amendment to the Transportation Act which will enable you to get back your money? You are quite willing, of course, and you understand the necessity for paying the regular published rate, but you ought to receive some reparation for the mistakes of the carriers. If you go into a store down town and ask the price of a suit of clothes, the clerk will tell you it is so-and-so. You buy the suit and take it home, and after you have had it about half worn out, the head of the department of the store finds that the employee of the store gave you a wrong price, you would laugh at him if he asked you to pay them more money. It is recognized in law, and it is recognized everywhere that the employer is responsible for the mistakes of his employees; but with the railroads not so. Therefore, we have made an effort to have this corrected. But we found this condition: When we took the matter up with Mr. Esch, Mr. Lewis and others, they said that they were afraid that there might be collision between the carriers and the shippers in order to overcome the rebate system. What we tried to do was to have established within the Interstate Commerce Commission, a court of equity where each case would be heard on its merits. Of course, you cannot take away from a carrier his right to seek redress or relief at common law, but the evidence in this Court of Equity, in the Interstate Commerce Commission would be *prima facie* in any court. The Commission were afraid that it might open the door to rebate cases, that they put up this objection to it. They said that the carrier might do this: He might tell all the agents in the small towns not to quote rates to shippers at all, but if the shipper wanted a rate, he would have to go to the division freight agent for it, and in case of the movement of perishable goods or in a case where you had to have a rate quickly, and competition demanded that you know the rate at once so that you could answer, if you had to go to the division freight agent for the rate, the opportunity to make the sale would be gone and the Commission was wondering, whether, after all, the last condition would not be worse than the first.

No Chance of Passage

I overlooked saying this: That the Commission has reported adversely on this Bill. They made a report to the House Committee on Interstate and Foreign Commerce and said they did not think the Bill should be passed, at least in its present shape, and they have been working on simplifying these tariffs. First they wanted to make a complete consolidation of the tariffs, and after that they wanted to see if some arrangement could not be made; if there were not in this country, some brains somewhere good enough to evolve a tariff that would be so simple that an agent or a small shipper could read it correctly. So they have appointed several experts in the Department to go to work on the subject of simplification of the tariffs. Mr. Esch told me that they hoped within the next six or nine months, to be able to make a report, to see whether they can consolidate

these classifications and get simplified tariffs. You can't get a bill through Congress if the Interstate Commerce Commission reports on it adversely.

Tariff Complications

The difficulty that we have experienced in this has been entirely due to the complicated nature of the tariffs themselves. You know most of these tariffs are very complicated. If you look for a rate, you will find that it is stated that it is subject to a note somewhere, some other place, and when you get to the note, it is said that it is subject to something else.

In Chicago, the other day, I was present at a luncheon, at which two traffic men were present. One of them had a tariff issued by some southeastern road and he said to another gentleman, who was a traffic expert, at the table, "Tom, get me the rate on bar iron from Vicksburg to Milwaukee." So the fellow took hold of the tariff; he pulled out his watch and timed him. It took him 22 minutes to find it—a rate expert, if that is the condition, if the tariffs are so complicated as that, what may you expect from a little agent at a way station, getting \$75 a month. He simply can't read the tariffs.

I thank you for your kind attention, and I am very glad to have had the opportunity to be present with you today.

H. A. Abbott reported for the Resolutions Committee, and resolutions were adopted covering thanks and appreciation of the Association to the speakers; to the officers and committees; to the press; and to the Department of Agriculture and the Feed Control Officials.

Albert C. Wilson, head of the Bureau of Weed Control of the Illinois Department of Agriculture, gave a brief address in which he told of the danger in disseminating weeds by the use in feeds of weed seeds which have not been killed either by grinding or heating. He said that the most common and most troublesome weeds were wild mustard, wild morning glory, and the Canada thistle.

Wayne Dinsmore gave a brief talk on the value to the feed manufacturer of the increase in the use of horses in this country, pointing out that every horse used about six tons of feed per year and that a proportion of it was prepared feed.

The convention then adjourned to go into executive session.

NEW OFFICERS

At the executive session the following officers were elected for the ensuing year:

President, A. F. Seay, Ralston Purina Company, St. Louis, Mo.; first vice-president, O. E. M. Keller, Arcady Farms Milling Company, Chicago, Ill.; second vice-president, Geo. H. Forsee, U. S. Feed Mills Company, Kansas City, Mo.; third vice-president, R. F. Deibel, Dixie Mills Company, East St. Louis, Ill.; secretary, L. F. Brown, Chicago, Ill.; treasurer, W. R. Anderson, Milwaukee, Wis.

Directors: F. C. Greutker, chairman, Clover Leaf Milling Company, Buffalo, N. Y.; T. E. Snyder, vice-chairman, C. U. Snyder & Company, Chicago, Ill.; H. G. Atwood, American Milling Company, Peoria, Ill.; G. D. Simonds, The Corno Mills Company, St. Louis, Mo.; G. E. Todd, Maritime Milling Company, Buffalo, N. Y.; H. R. Eshelman, John W. Eshelman & Sons, Lancaster, Pa.; J. A. O'Halloran, Champion Milling & Grain Company, Clinton, Iowa; F. J. Ludwig, Chas. M. Cox Company, Boston, Mass.; B. T. Manard, Penick & Ford, Ltd., Inc., New Orleans, La.; A. H. Schmidt, Tarkio Molasses Feed Company, Kansas City, Mo.; S. J. Thompson, The Ubiko Milling Company, Cincinnati, Ohio; W. R. Smith-Vaniz, Royal Feed & Milling Company, Memphis, Tenn.; H. Wehman, International Sugar Feed Company, Minneapolis, Minn.; L. Z. Emmert, Excello Feed Milling Company, St. Joseph, Mo.; F. M. Wilson, Denver Alfalfa Milling & Products Company, Lamar, Colo.

Executive Committee: H. A. Abbott, chairman, The Albert Dickinson Company, Chicago, Ill.; J. B. Edgar, Edgar-Morgan Company, Memphis, Tenn.; G. A. Chapman, American Hominy Company, Chicago, Ill.; O. E. M. Keller, Arcady Farms Milling Company, Chicago, Ill.; Chas. A. Krause, Chas. A. Krause Milling Company, Milwaukee, Wis.; W. E. Suits, The Quaker Oats Company, Chicago, Ill.; the president, ex officio.

TEXAS GRAIN DEALERS MEET

The silver anniversary of the Texas Grain Dealers Association was held at Fort Worth, on May 26 and 27. After reviewing briefly the beginning of the Association and recalling some of the original members, President John E. Bishop of Houston, reviewed the work of the year, speaking of the Shreveport rate case, the tax burden, and the endorsement of co-operative marketing by the Texas Chamber of Commerce.

J. E. Lawther, chairman of the Arbitration Committee, reported that 50 cases had been handled involving between \$75,000 and \$100,000.

Secretary H. B. Dorsey reported a membership of 453, a loss of 25 for the year, and total funds of \$2,066.96, which was a good showing considering the difficult year passed.

The afternoon session was opened with a memorial service, followed by addresses by E. D. Humphrey and Ben E. Clement.

President Bishop then appointed the following committees: Trade Rules: J. V. Neuhaus, R. L. Cole, O. P. Hughton, J. N. Beasley, W. W. Manning, W. H. Killingsworth, and Allen Early. Resolutions:



B. E. Clement, J. Z. Keel, J. W. Jockusch, Gus Gresike, E. R. Kolp, A. C. Waters, and Sigmund Rothschild. Constitution and By-Laws: J. E. Lawther, L. G. Belew, D. W. King, J. C. Whaley, J. C. Mytinger, R. H. Wagenfeuhr, and V. H. Davison.

The rest of the session was taken up with a discussion of the proposed Galveston freight differential of 5 cents under New Orleans, led by E. H. Thornton, traffic manager of the Galveston Commercial Association.

On Saturday morning a radio demonstration was given, followed by addresses by Earle B. Mayfield, Railroad Commissioner of Texas; D. S. Cage of Houston, and E. W. Crouch of McGregor.

At the final session on Saturday afternoon, resolutions were adopted instructing the Executive Committee to meet at least twice a year between meetings; instructing the Arbitration Committee and the Arbitration Appeals Committee to meet more often; changing effective date for changes in constitution and by-laws to 30 days after close of convention; endorsing the wheat improvement movement; urging limitation of powers of the Interstate Commerce Commission; endorsing putting telephone and telegraph rates under regulation of the Texas Railroad Commission; condemning the stand of the Texas Chamber on co-operative marketing.

A number of amendments were made to the constitution.

The following officers were elected for the ensuing year: R. I. Merrill, Fort Worth, president; Douglas W. King, San Antonio, first vice-president; Joe E. Lawther, Dallas, second vice-president; H. B. Dorsey, Fort Worth, secretary-treasurer. Members of the Executive Committee: R. I. Merrill, Douglas W. King, Joe E. Lawther, H. B. Dorsey, W. P. Dial, Memphis, Texas; Harry L. Kearns, Amarillo, Texas; L. G. Belew, Pilot Point. The following were appointed by the Executive Committee to compose the Arbitration and Appeal Committees: Arbitration Committee—J. V. Neuhaus, Houston, chairman; R. L. Cole, Krum, W. W. Early, Waco. Arbitration Appeal Committee—R. I. Merrill, ex-officio chairman; J. N. Beasley, Amarillo; E. W. Crouch, McGregor; W. H. Killingsworth, San Antonio; V. H. Davison, Galveston.

The meeting adjourned *sine die*.

#### PENN. FEED MERCHANTS MEET

The second annual meeting of the Southeastern Pennsylvania Feed Merchants Association was held Tuesday, May 23, in the Assembly Room of the Philadelphia Bourse. The attendance was large and consisted of feed manufacturers, merchants and grain dealers from southeastern Pennsylvania, New Jersey and Delaware. At the morning session of this meeting the following officers were elected for the ensuing year: President, Albert J. Thompson, Wycombe, Pa.; vice-president, Ralph Miller, Collegeville, Pa.; secretary, Horace B. Kratz, Schwenksville, Pa.; treasurer, M. E. Diefenderfer, Bechtelsville, Pa. There were also several feed merchants elected to membership in the Association.

The afternoon session was devoted to able speakers; James B. Kellogg, chief chemist of the Pennsylvania Department of Agriculture, gave an address which was of importance to all feed dealers. He cited the fact that feed merchants are an important factor in the business life of the community.

The feed merchants render a service to the community in which they live and can supply feeds of all kinds on instant demand because of storage facilities, is in closer relation to the consumer than the manufacturers and is in a position to represent manufacturers and introduce good feeds and discourage inferior ones. On the other hand if a merchant has a tendency to sell inferior goods and does not comply with the feeding stuffs law he will be dealt with accordingly, for he is the one who can be held responsible for the character of feeds sold. It is his duty to study the immediate needs of the local consumers in order to supply feeds which are adapted to successful feeding of livestock, and he is welcome to make recommendations to the Department as to proper rations or mixtures to meet these conditions. A good feed merchant always sells quality feeds, not those of a type not needed to make a monetary gain, and avoids selling non-registered, misbranded and inferior feeds.

The importance and value of commercial feeds meet the demand for feeds, which cannot be produced locally or on the farm and takes the place of pasturage and winter feeding. Most manufacturers employ nutrition experts in compounding mixed feeds and have large facilities for purchase and storage of feed materials and for scientific mixing on a large scale. Feeds made in large quantities by machinery make for uniformity in by-products as well as in mixtures and from a long experience in compounding and advice of experts they are usually in a better position to prepare and recommend good mixtures to meet the different feeding requirements.

The Department of Agriculture is composed of six bureaus who co-operate with other departments of state government and agricultural bodies in the promotion of agriculture, dissemination of information, enforcements of laws and investigation of complaints. It is not the function of the department or any of its agents to engage for commercial gain in the purchase or sale of agricultural products, but is a vital asset to agriculture of the Nation. Science, as applied to the study of agricultural problems and the investigation of Nature's laws, has made it possible to come to a better knowledge of these problems. The whole scheme of Nature is based on the proper balance in all things, and agricultural problems in their different phases and forms are interwoven and dependent on each other if a proper balance is to be had. Therefore, the feed merchant should be properly considered as fitting into the great scheme of business activities and function as a proper balance between manufacturer and consumer. The ap-

plication of science in the study of Nature's laws has more especially brought us to a better understanding of the science of feeding as well as a study of the problems involved in the proper treatment of soils for the production of foods and plants for man as well as for animals, and feeding problems go back to the soil for a proper understanding which involves the study of soil requirements, taking in the need and application of commercial fertilizers. Nitrogen is a great aid in the production of chlorophyll and promotes the growth of leaves and stalks. Phosphoric acid is an essential part of protoplasm, without which life cannot exist and promotes seedling and early ripening. Potash is necessary for production of starch, sugar and other carbohydrates which are also associated in the formation of protoplasm.

The Bureau of Chemistry has about 5,000 samples to analyze annually. It has an appropriation of \$100,000 for two years and an approximate revenue of \$150,000. There were about 3,000 brands registered during 1921 from 500 companies. The Bureau issued permits for 350,000 tons of fertilizer, and according to the statistics there was about a million tons of feed and 300,000 tons of lime products sold in the states which had an approximate value of \$75,000,000. The cost of operating the Bureau, on the base of the appropriation is less than 1 per cent and the cost of analysis (Microscopically) of one sample is approximately \$6.

The State of Pennsylvania leads in feedingsuffs, there being 1493 official samples and 461 special samples analyzed during the year 1921 with only 12 per cent deficient in either protein and fat or both, with many averages, which is lower than 1920; 47 samples exceeded fiber permitted of 12.1 per cent and a few as high as 20 per cent. Of the mixed feeds there were only 26 per cent found upon microscopical examination to vary in composition, and approximately 75 mixed feeds contained weed seeds while only nine contained large amounts.

#### RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for May:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus.	467,526	1,163,497	453,290
Corn, bus.	1,899,751	2,658,128	3,078,725
Oats, bus.	580,106	165,145	388,128
Barley, bus.	256,571	46,329	120,317
Rye, bus.	1,673,287	1,083,276	2,068,754
Malt, bus.	26,801	4,240	.....
Milfeed, tons.	1,383	1,112	.....
Straw, tons.	53	90	.....
Hay, tons.	1,465	1,151	.....
Flour, bbls.	83,828	16,407	19,783

**CAIRO**—Reported by chief grain inspector of the Board of Trade:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus.	.....	185,976	257,250
Corn, bus.	52,304	157,090	53,961
Oats, bus.	1,136,772	1,955,810	1,751,035

**CHICAGO**—Reported by John R. Mauff, secretary of the Board of Trade:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus.	9,414,000	1,906,000	3,002,000
Corn, bus.	9,679,000	9,466,000	6,350,000
Oats, bus.	6,832,000	5,254,000	8,267,000
Barley, bus.	557,000	632,000	323,000
Rye, bus.	607,000	94,000	476,000
Timothy Seed, lbs.	1,263,000	2,368,000	2,665,000
Clover Seed, lbs.	279,000	418,000	681,000
Other Grass Seed, lbs.	1,054,000	580,000	1,236,000
Flax Seed, bus.	102,000	157,000	.....
Hay, tons.	12,074	9,333	939
Flour, bbls.	845,000	737,000	769,000

**CINCINNATI**—Reported by D. J. Schuh, executive secretary of the Cincinnati Grain & Hay Exchange:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus.	228,000	351,600	212,400
Shelled Corn, bus.	308,400	480,000	348,000
Oats, bus.	370,000	494,000	134,000
Rye, bus.	18,000	14,400	19,200
Bar Corn, bus.	15,200	11,200	.....
Feed, tons.	1,320	960	.....
Hay, tons.	5,511	7,106	.....

**DENVER**—Reported by C. B. Rader, secretary of the Grain Exchange:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, carloads.	324	242	97
Corn, carloads.	159	154	57
Oats, carloads.	89	63	36
Barley, carloads.	11	20	1
Rye, carloads.	6	1	1
Flax Seed, lbs.	2	39	.....
Kaffir Corn, bus.	2	116	35
Hay, tons.	167	116	.....

**DULUTH**—Reported by G. W. Maschke, statistician of the Board of Trade:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus.	2,757,851	1,543,365	6,222,340
Corn, bus.	905,682	266,332	6,090,824
Oats, bus.	867,915	317,885	3,169,704
Barley, bus.	361,903	177,126	204,533
Rye, bus.	1,979,038	564,431	5,320,358
Flax Seed, bus.	166,818	421,215	865,895
Flour, bbls.	502,460	.....	588,245

**PORT WILLIAM, ONT.**—Reported by E. A. Ursell, statistical secretary of the Board of Grain Commissioners:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus.	11,684,355	4,412,782	18,345,759
Corn, bus.	44,027	160,886	4,631
Oats, bus.	5,266,193	4,736,343	7,909,457
Barley, bus.	1,271,442	538,122	2,011,277
Rye, bus.	351,898	85,035	423,789
Flax Seed, bus.	223,022	489,744	612,622
Mixed Grain, lbs.	2,318,155	1,591,755	2,095,715

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus.	176,800	124,800	29,900
Corn, bus.	1,043,000	1,764,000	516,600
Oats, bus.	1,020,000	1,188,000	578,000
Rye, bus.	25,200	7,000	15,400
Flour, bbls.	32,166	12,862	.....

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus.	5,351,400	7,352,100	7,442,500
Corn, bus.	1,765,000	973,750	841,250
Oats, bus.	399,500	340,000	552,000
Barley, bus.	111,000	87,000	92,300
Rye, bus.	15,400	9,900	18,700
Bran, tons.	2,120	1,860	17,240
Kaffir Corn, bus.	199,100	301,400	292,000
Hay, tons.	15,480	12,504	4,224
Flour, bbls.	59,150	55,300	411,125

**LOS ANGELES**—Reported by M. D. Thiebaud, secretary of the Grain Exchange:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, carloads.	252	185	.....
Corn, carloads.	125	96	.....
Oats, carloads.	6	8	.....
Barley, carloads.	109	196	.....
Seed, carloads.	6	2	.....
Flour, carloads.	144	124	.....

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus.	114,775	620,700	225,085
Corn, bus.	3,021,610	884,225	3,397,978
Oats, bus.	2,661,045	978,940	2,851,156
Barley, bus.	859,960	672,075	570,340
Rye, bus.	260,455	292,985	399,388
Timothy Seed, lbs.	425,762	527,240	814,534
Clover Seed, lbs.	193,545	20,007	1,015,723
Flax Seed, bus.	10,010	13,800	15,647
Feed, tons.	7,680	1,710	16,780
Hay, tons.	2,256	1,512	1,128
Flour, bbls.	153,800	137,630	42,720

**MINNEAPOLIS**—Reported by G. W. Maschke, statistician of the Chamber of Commerce:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus.	5,525,800	6,466,610	2,445,400
Corn, bus.	1,350,860	479,640	1,438,210
Oats, bus.	1,965,410	676,720	4,606,150
Barley, bus.	904,880	819,350	1,377,250
Rye, bus.	250,000	270,000	628,700
Flax Seed, bus.	294,720	576,740	46,040
Hay, tons.	1,620	1,317	612
Flour, bbls.	81,420	94,152	1,139,593

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus.	6,064,300	2,351,250	4,479,000
Corn, bus.	2,315,600	585,200	1,997,000
Oats, bus.	7,039,500	1,610,000	4,318,000
Barley, bus.	559,900	754,800	599,000
Rye, bus.	1,541,200	326,000	1,622,000
Clover Seed, bags	.....	.....	55
Other Grass Seed, bags	1,350	.....	.....
Flax Seed, bus.	881,400	.....	.....
Hay, bales.	9,107	8,231	14,088
Flour, bbls.	691,234	89,746	634,000

**OMAHA**—Reported by F. P. Manchester, secretary of the Grain Exchange:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus.	2,382,800	2,325,600	3,577,000
Corn, bus.	3,235,800	1,771,000	3,132,200
Oats, bus.	1,092,000	722,000	1,194,000
Barley, bus.	72,000	50,400	83,200
Rye, bus.	169,400	41,800	961,800

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus.	80,725	44,516	91,200
Corn, bus.	1,728,800	1,158,050	766,650
Oats, bus.	1,553,150	776,900	1,510,700
Barley, bus.	28,000	43,400	21,000
Rye, bus.	15,600	1,200	21,600
Mill Feed, tons	10,200	7,000	17,376
Hay, tons.	1,540	860	170
Flour, bbls.	183,505	210,800	191,000

**PHILADELPHIA**—Reported by S. S. Daniels, statistician of the Commercial Exchange:

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus.	2,257,494	2,219,680	1,569,033
Corn, bus.	1,048,730	1,011,254	909,330
Oats, bus.	342,824	321,292	59,925
Barley, bus.	23,386	2,742	.....
Rye, bus.	54,690	87,730	56,332
Flour, bbls.	174,836	188,198	32,094

**PORTLAND, ME.**—Reported by Geo. F. Feeney, traffic manager of the Chamber of Commerce (all export grain):

Receipts		Shipments	
1922	1921	1922	1921
Wheat, bus.	.....	59,797	252,000
Corn, bus.	.....	.....	.....
Rye, bus.	.....	8,012 1/2	.....

**ST. LOUIS**—Reported by Eugene Smith, secretary of the Merchants' Exchange:

	Receipts		Shipments	
	1922	1921	1922	1921
Wheat, bus..	2,257,494	2,219,680	1,569,033	2,206,795
Corn, bus....	1,048,730	1,011,254	909,330	1,258,233
Oats, bus....	342,824	321,292	59,925	.....
Barley, bus..	23,386	2,742	.....	.....





## CANADA

The State Elevator Company, Ltd., Regina, Sask., has increased its capital from \$100,000 to \$1,000,000.

The St. Louis Grain Growers Association, Ltd., St. Louis, Sask., has been registered under the Agricultural Co-operative Associations Act.

The Manna Grain Growers Association, Ltd., operating at Regina, Sask., has changed its name to that of the Birsay Grain Growers Association, Ltd.

Tenders for the purchase of the property and holdings of the Grenfell Milling & Elevator Company at Grenfell, Sask., are to be received up until June 15.

The Govenlock Grain Growers Association of Govenlock, Sask., has been registered under the Agricultural Co-operative Association Act. A. W. Govenlock is secretary.

The new elevator of the Northwestern Elevator Company at Fort William, Ont., is progressing rapidly and will be ready for operation by the end of August. Th. Barnett & McQueen Company have the contract.

## MINNESOTA AND WISCONSIN

The Tobias Bros. have sold their elevator at Pipestone, Minn., to Frank Crosby.

An elevator and mill are to be erected at Richmond, Minn., for Fred Wurst & Son.

The Farmers Elevator at Cannon Falls, Minn., is improving its elevator with an addition.

The Hunting Grain Company of Lake City, Minn., has built an addition to its elevator which will be used as an office.

The West Concord Farmers Elevator Company of West Concord, Minn., is interested in the erection of a flour warehouse there.

Stockholders of the Farmers Elevator at Storden, Minn., decided at a recent meeting to dissolve the company and close up the elevator.

O. Overly and M. Johnson have incorporated at Taylor, Wis., as the Overly & Farmers Grain Company. Its capital stock is \$25,000.

Improvements have been made at the Cargill Elevator at DeGraff, Minn. A new steel roof has been put on taking the place of shingles.

The name of the Barneveld Equity Warehouse Company of Barneveld, Wis., has been changed to that of the Barneveld Co-operative Company.

To buy, sell and deal in produce and farm products, the Merton Sales Company was incorporated at Merton, Wis., capitalized at \$50,000. John Winkler and John Schilling are interested.

Kurt Krueger has sold an interest in the elevators at Westbrook, Minn., to George Krueger and together they will conduct the business under the name of the Krueger Grain Company.

John Nelson is manager of the elevator at Pepin, Wis., and will undertake his new duties on July 1. He has been assistant manager of the Farmers Elevator at Zumbro Falls, Minn., for two years.

E. J. Miller, J. G. Dyar, Hugh Groger, Frank Gerry and Murray Jensen have incorporated at St. Charles, Minn., as the Farmers Elevator Company. The firm is capitalized with stock amounting to \$25,000.

The stockholders of the Canby Farmers Elevator & Supply Company of Canby, Minn., at a recent meeting amended Article 4 of its charter extending the life of the company for 30 years beginning May 14, 1922.

To deal in grain, feed, produce, and livestock the Turtle Lake Co-operative Shipping Association has been incorporated at Turtle Lake, Wis. It is incorporated by A. Palmer, R. L. Chartraw and F. Klockerman.

H. T. Fitzpatrick has resigned as manager of the Monarch Elevator at Pipestone, Minn., and is now traveling for the Reis Coal Company of Sheboygan. W. H. Moore succeeds Mr. Fitzpatrick as manager of the elevator.

The elevator of the Moorhead Farmers Elevator Company at Moorhead, Minn., is being overhauled and equipped with new machinery including 10-ton scale with truck and wagon dump, two new legs, with motor drives, boot tank, car shovel and conveyors.

The elevator and business interests of the Dibble Grain & Elevator Company at Minneapolis, Minn., have been purchased by the Crown Elevator Com-

pany. The latter firm was organized in 1896 but has not been actively engaged in the grain business since 1916. W. H. Wheeler is president; F. P. Wheeler, vice-president; C. C. Zinn, secretary.

W. M. Ross and W. Erhkle have disposed of their elevator at St. Charles, Minn., to the farmers who will use it as a feed store. Mr. Ross has been in the grain and elevator business at St. Charles for 34 years, and will now retire. Mr. Erhkle will remain as manager of the elevator.

## EASTERN

The capital stock of the Dell Wood Elevator Company of Buffalo, N. Y., has been increased from \$450,000 to \$600,000.

Stewart & Paquette are succeeded in the grain, flour, feed and grocery business at South Plymouth, N. Y., by L. T. Stewart.

Bryant & Soule sold their business at Taunton, Mass., to the Stanley Wood Grain Company. Possession was given June 1.

The elevator and warehouse of Charles S. Kalbach at Richland, Pa., which burned in March are being rebuilt and motor power is being installed throughout.

The new grain elevator of the Rockingham County Farmers Exchange at Epping, N. H., has been opened. The capacity of the plant is 1,000 tons and equipment includes electric unloader, mixers, graders, cleaner, grinder and elevator.

To deal in grain, fruit, etc., the Farm & Home Supply Company was incorporated at Sykesville, Md., capitalized at \$50,000. James M. Gaither, W. H. Bennett, Claude H. Iglehart, Arthur C. Brown, William Melville and Harry M. Phelps are interested.

Capitalized at \$1,000, the Grand Isle Feed & Produce Company has been incorporated at Barre, Vt. W. H. Vantine, E. J. Parker, M. O. Kinney and W. Martin are interested. The company will conduct a wholesale and retail business in grain, feed, groceries, coal, etc.

John Lane is manager of the new State Elevator at Gowanus Bay, Long Island, N. Y. He was formerly superintendent of the Mutual Elevator at Buffalo. The elevator will have capacity of 2,000,000 bushels and will be used exclusively for barge, canal, and ocean vessels.

The Hiestand Bros. Company, conducting a grain, feed, etc., business at Lime Rock (Little p. o.) and Lancaster, Pa., has been dissolved. Stauffer Hiestand, Homer Hiestand, E. H. Zercher and C. Raymond Geib were interested. The business is to be conducted by Stauffer and Homer Hiestand under the name of the Hiestand Bros.

## INDIANA

C. H. Everitt now owns and operates the Eberts Grain Company at Nabb, Ind.

Harry Reig succeeds the Newman & Smith Grain & Coal Company at Cynthiana, Ind.

R. J. Follett & Co., Carmel, Ind., have sold their plant to the Farmers Co-operative Company of Carmel.

The elevator at London, Ind., formerly owned by McCorkle & Riley has been purchased by farmers of that locality.

New machinery is being installed in the plant of the Farmers Terminal Grain & Feed Company at Cumberland, Ind.

A five-story brick building for storage is to be erected at Lawrenceburg, Ind., for the Lawrenceburg Grain Elevator Company.

Substantial improvements are to be made to the elevator of Cohee & Clark at Kempton, Ind., which will aid in handling the business.

The Horton Elevator Company of Horton (Hortonville p. o.), Ind., succeeds the Farmers Co-operative Company in business there.

A grain elevator is to be erected at Patoka, Ind., for the Igleheart Bros. of Evansville, and will be under the management of Lee White.

The big elevator at Knightstown, Ind., owned by the Hungate Wholesale Company has been sold to C. O. Powell of Indianapolis and Dr. W. H. Green of Lebanon.

The Morgan Township Farmers Co-operative Elevator Company, recently incorporated at Malden, (Valparaiso P. O.), Ind., has purchased the elevator

there of the Goodrich Bros. C. F. Lacount is president; Frank Pressell, secretary; Henry Pahl, vice-president; Robert Werner, treasurer. S. P. Cunningham is manager.

The new elevator at Hanna, Ind., is to be completed for business this fall. It will have capacity of 15,000 bushels and is being erected by the Andreas Lumber Company.

The Price Elevator & Grain Company of Griffin, Ind., sold for \$5,500, its grain elevators at Griffin and Hovey (no p. o.), Ind., to A. Waller & Co., grain dealers at Henderson, Ky.

Fred Batzka, Henry Luken, Peter Kramer, C. L. Thompson and O. P. Meyer have incorporated at San Pierre, Ind., as the San Pierre Grain & Farm Supply Company, capitalized at \$20,000.

The contract has been let by the Sheldon Farmers Co-operative Company of Sheldon, Ill., for a new elevator at Effner (Sheldon, Ill., p. o.), Ind. The old elevator is to be torn down. Plans are being made by B. S. Constant of Bloomington.

## OHIO AND MICHIGAN

The Martindale Bean & Grain Company succeeds the Posen Elevator Company at Posen, Mich.

A complete radio outfit has been installed in the plant of the Fayette Grain Company of Fayette, Ohio.

The Michigan Grain & Beverage Company succeeds Kingsley & Taylor in business at Romulus, Mich.

The elevator of the Hale Elevator Company at Hale, Mich., which burned a short time ago is to be rebuilt.

The Mesick Grain Company of Mesick, Mich., is considering the erection of a modern grain elevator there.

The sidetrack at the elevator of the Carey Farmers Co-operative Company, Carey, Ohio, has been moved about 15 feet.

The capital stock of the Clare Hay, Grain & Bean Company located at Clare, Mich., has been increased from \$30,000 to \$40,000.

The elevator at Branch, Mich., has been taken over by the Mason County Co-operative Marketing Association. Charles Spuller will manage it.

The plant of the Rockford Co-operative Elevator Association of Rockford, Mich., is to be enlarged and equipped with new machinery.

The Rawson Co-operative Grain & Supply Company of Rawson, Ohio, is installing a Globe Combination Truck & Wagon Dump in its elevator.

A new 20,000-bushel elevator and warehouse are to be erected at Lincoln, Mich., for the Lincoln Elevator Company. This replaces the plant which burned last February.

A new elevator is being erected at Wilmington, Ohio, by R. P. Barrett & Son. The equipment will be electrically operated and will include scales, blowers, elevators, etc.

H. S. Beaver, W. S. Ruth and J. N. Wolfinger have incorporated at Green Camp, Ohio, as the Green Camp Co-operative Elevator Company. The firm is capitalized at \$30,000.

L. C. Chase, L. B. Fauver, F. L. Hamel and V. Walsh have incorporated at Grafton, Ohio, as the Grafton Flour Milling & Grain Company. The firm is capitalized at \$5,000.

Capitalized at \$15,000, the Rochester Farmers Elevator Company has been incorporated at Rochester, Mich. The incorporators are: A. L. Ross, Fred Weaver and Robert Cassels.

The Farmers Co-operative Grain & Produce Company has purchased the property of the Heiser Bros. at Riga, Mich. The farmers company operates the only elevator there.

The contract has been let by the Farmers Equity Company of Eaton, Ohio, to the Burrell Engineering & Construction Company for the erection of a new elevator. The contract calls for the completion of the elevator by August 1. The elevator will be of concrete construction and will be absolutely fireproof.

The Stritmatter Grain & Milling Company's property at Waverly, Ohio, was acquired by the recently organized Waverly Grain & Feed Company, and not by the Buffalo Grain & Milling Company, as was reported in the last issue of the AMERICAN GRAIN TRADE. B. J. Burns, president and J. Ray Totten,



vice-president are also president and vice-president of the American Grain & Feed Corporation of Buffalo, but the mill at Waverly is operated independently of the Buffalo corporation. The company cleaned and repaired the plant and was in operation around the first of June.

Thomas A. Scott and Howard Hosler recently purchased from R. W. James the property of the Mansfield Hay & Grain Company of Mansfield, Ohio. The change becomes effective July 1. Both of the men are experienced grain men, having been associated with the Federal Milling Company. Mr. James has operated the business for over five years.

The S. W. Cissna & Son Elevator at Washington C. H., Ohio, has been leased by the McDonald Company which operates at Jasper and Glendon. The lease carries with it an option to purchase the Cissna elevator. The Cissna elevator has for some time been under the management of Ruth Cissna. The McDonald Company was organized in 1917 and is headed by John McDonald.

#### ILLINOIS

The Middletown Grain & Coal Company of Middletown, Ill., has been dissolved.

A certificate of dissolution has been filed by the Girard Grain Company of Girard, Ill.

A. S. DeLong has leased the elevator of Harrison, Ward & Co., at Barnes (Normal p. o.), Ill.

George Seathoff of Langham, Ill., has installed a Globe Combination Truck and Wagon Dump.

F. L. Evans & Co., have purchased the Lintner, Ill., elevator of the American Grain Company.

A new office is to be built in the near future for the Farmers Grain Company of Roseville, Ill.

A new elevator is to be erected near Green Valley, Ill., for the Farmers Grain & Coal Company of that place.

E. S. Combs is succeeded as manager of the Findlay Grain & Coal Company at Findlay, Ill., by H. D. Bradley.

The elevator at Richards (r. f. d. Streator), Ill., is being operated under the management of John Baumgardner.

Charles Gilman of Thomasboro, Ill., has purchased the elevator and grain business of Reardon & Harman at Fisher, Ill.

The Joy Prairie Farmers Elevator Company of Joy, Ill., has been dissolved. Its property was bought by Charles Lewis.

W. L. Krans is succeeded as manager of the Farmers Co-operative Elevator Company at Belvidere, Ill., by C. W. Grosvenor.

The elevator of the Dippold Bros. at Edwardsville, Ill., is being improved at a cost of \$15,000. Feed grinding is to be installed.

The elevator at Atwood, Ill., conducted by T. G. Wells of Arthur, Ill., has been sold to O. A. Collins who has taken possession.

C. A. Fisk has severed his connection with the Hillsdale Co-operative Elevator Company of Hillsdale, Ill., of which he was manager for some time.

The contract has been let by the Bowers Grain Company of Williamsburg, Ill., for a new elevator. The Union Iron Works will supply the entire equipment.

J. E. O'Hara and L. E. Schwartz who have been conducting a grain business at Carlock, Ill., as O'Hara & Schwartz have discontinued operating the business and have retired.

The La Salle, Ill., office of the Hatten Grain Company has been closed by that company. It has moved its office to Princeton where the business will be conducted in the future.

The H. W. Linder Grain Company has been incorporated at Lstant, Ill., to deal in grain, fuel, fertilizer, feed, etc. Howard A. Stotler, Conrad Linder, H. M. Taggart and Henry W. Linder are interested. The firm is capitalized at \$15,000.

#### THE DAKOTAS

H. N. Lunde has accepted a position as manager of a grain elevator at Dwight, N. D.

Numerous repairs are being made to the elevator of F. L. Wheeler, at Scotland, S. D.

A new elevator is to be erected at McClusky, N. D., for the Farmers Elevator Company.

The Farmers Elevator Company of Blaha, S. D., is to be managed by A. B. Roskom of Sheldon.

The Pacific Elevator at Florence, S. D., has been closed for the month of May, June and July.

A steel truck lift has been installed in the Norma, N. D., house of the Minnesota Elevator Company. The elevator of J. G. Stewart at Nekoma, N. D., has been purchased by the Northwood Elevator Company.

The Farmers Elevator Company of Davis, S. D., has improved its property by the construction of a new driveway.

Mike Fell now has a position with the Traders Grain Company operating at Hudson, S. D. He

has been manager of the Belgrade, Minn., elevator of the Osborne-McMillan Company, whose headquarters are in Minneapolis.

The Occident Elevator Company is repairing its elevators at Tolley, Rock Lake, Grenora, and Eldridge, N. D.

Jas. Wille is no longer manager of the Great Western Grain Company at Mazda, N. D., and will reside at Los Angeles.

F. H. Dunham is no longer manager of the Farmers Elevator Company at Hamberg, N. D., having resigned that position a short time ago.

The Farmers Elevator at Oriska, N. D., has been purchased by P. E. Knudson, who has been manager of the Eckelson Farmers Elevator for several years.

H. A. Johnless has been chosen to serve as manager of the Eagle Butte Equity Exchange of Eagle Butte, S. D., during the next year. He succeeds Mr. Hague.

F. G. Broberg, C. A. Dickerson and F. E. Dickerson have filed articles of incorporation at Huffton, S. D., as the Huffton Farmers Elevator Company. Its capital stock is \$10,000.

N. M. Lang has sold his elevator at Flandreau, S. D., to H. P. Hanson of Litchfield, Minn. He took possession on June 1. Mr. Lang bought the elevator two years ago from J. Arnold.

The Occident Elevator Company has purchased and installed Globe Combination Truck & Wagon Dumps in its elevators, located at Beach, N. D., Ray, N. D., Grenora, N. D., Eldridge, N. D.

The interest of W. M. Thompson in the Carrington Grain Company of Carrington, N. D., has been sold by him. Mr. Thompson has moved to Hamberg to take charge of the Farmers Elevator there. His successor at the Cousins Elevator has not yet been named.

#### WESTERN

The elevator of Fred Mosher at Arriba, Colo., is undergoing improvements.

A modern all steel truck lift has been installed by the Winter-Truesdell-Ames Company of Nashua, Mont.

A new elevator and mill have been completed at Craig, Colo., for the Farmers Milling & Elevator Company.

The grain and feed warehouse of Sands & Winkelman at Auburn, Calif., has been remodeled and renovated.

Motors are being installed in the Eckley, Colo., elevator of the O. M. Kellogg Grain Company of Denver, Colo.

Capitalized at \$75,000, the San Fernando Grain & Supply Company has been incorporated at San Fernando, Calif.

The State Elevator has been improved with a new scale foundation. The elevator is located at Acton, Mont.

J. H. Bailey, C. Spence Bailey and T. F. Meaney have incorporated at Denver, Colo., as the Midwest Grain Company. Its capital stock is \$50,000.

A. E. Hotchkin has resigned as manager of the Belt Farmers Mill & Elevator Company at Belt, Mont., and is succeeded there by Mr. Fisher.

The elevator and mill of the Farmers Milling & Mercantile Company at Crowley, Colo., has been leased by the Farmers Union for a period of six months.

The Farm Bureau Elevator Corporation is building a grain elevator at Salinas, Calif. A Globe Combination Truck and Wagon Dump is included in the equipment.

The elevators of the Nebraska-Colorado Elevator Company at Stratton, and Bethune, Colo., have been purchased by the Robinson-Wyatt Grain Company of Salina, Kan.

Capitalized at \$25,000, the R. J. Stephens Grain Company has been incorporated at Spokane, Wash. Richard J. Stephens, Charles E. Johnson and K. M. Knipe are interested.

A new 40,000-bushel elevator is to be erected at Haxtum, Colo., for the Colorado Mill & Elevator Company. The Burell Engineering & Construction Company is doing the work.

The elevator of the Equity Co-operative Association at Forest Grove, Mont., has been purchased by the McLean Elevator Company of Minneapolis, Minn. L. H. McLean will be in charge.

E. L. Smith has organized the E. L. Smith Grain Company at San Francisco, Calif., and will conduct the grain and bag business formerly conducted by the Stephens-Smith Grain Company.

G. L. Payne has leased the George Bolln warehouse at Douglas, Wyo., and will engage in handling grain, feed, hay and produce. He was formerly manager for a grain and storage company there.

Globe Combination Truck & Wagon Dumps have been purchased by the Occident Elevator Company for its western elevators located at Terry, Mont.,

Scobey, Mont., Glasgow, Mont., Wolf Point, Mont., and Nashua, Mont. The California Farmers Bureau Elevator Corporation will install these machines at Lincoln, Calif., and Salinas, Calif.

The elevator and mill of the Farmers Milling & Elevator Company at Baggs, Wyo., which burned has been rebuilt. The elevator has capacity of 18,000 bushels; the mill has capacity of 60 barrels.

Capitalized at \$40,000, the Farmers Elevator Company of Ferdinand County has been incorporated at Boise, Idaho. Edgar G. Frey, H. W. Uhlenkott, C. C. Frey, O. G. Hanson and Albert Nau are interested.

A cash grain department has been opened for the Lauzier-Walcott Company of Billings, Anaconda, and Missoula, Mont., and Spokane, Wash., by Fred B. Lewis. He was until recently with E. W. Wagner & Co., of Chicago.

The elevator at Merino, Colo., formerly owned by the Ashcraft Grain Company of Sterling, Colo., has been purchased by W. C. Harris of Sterling. The Ashcraft company's elevator at Willard and Logan have been sold to F. W. Gilliland of Willard.

The contract has been let to the Burrell Engineering & Construction Company by the Colorado Mill & Elevator Company of Greeley, Colo., for the erection of a 200,000-bushel elevator, a flour warehouse and building to house a 1,000-barrel mill.

Capitalized at \$25,000, the Portland Grain Company has been incorporated at Portland, Ore. The offices of the new company are in the Board of Trade Building. J. F. O'Bryant is president; Blaine Hallock, vice-president, and A. O'Bryant, secretary-treasurer.

A grain elevator is to be constructed at Wellington, Colo., for the Fort Collins Flour Mills. It will be completed by August 1. The building will have capacity of 30,000 bushels grain and will be equipped with machinery to grind and clean grain of all kinds.

The grain and feed firm of Leal & Co., has been dissolved and the business of the company, located in Irvington and Milpitas, Calif., has been divided as follows, F. A. Leal and P. C. Hanson have taken over the business at Irvington and F. A. Amaral that at Milpitas.

#### IOWA

The contract for the new grain elevator at Rock Falls, Iowa, has been let.

The elevator of O. J. Kaschmitter at Whittemore, Iowa, is being overhauled.

Will Young has resigned as manager of the Farmers Elevator Company at Traer, Iowa.

D. W. Ault of Pomeroy, is manager of the Whittemore Elevator Company, Whittemore, Iowa.

Remodeling and enlarging is to be done to the elevator of L. H. Adams & Co., at Lake City, Iowa.

The Wilson Grain Company of Ruthven, Iowa, closed its elevator for a time during which repairs were made.

The contract has been awarded by the Farmers Elevator Company of Webster City, Iowa, for a new elevator to cost \$15,000.

An automatic scale of 2,000 bushels' capacity per hour has been installed by the Farmers Elevator Company of Pierston, Iowa.

The Farmers Grain Company has sold its Oakville, Iowa, elevator to C. A. Johnson. He will overhaul and put it into operation.

W. E. Burks of Kansas City has purchased the elevator and grain business of W. G. Sherman at Riverton, Iowa. Mr. Burks took charge on June 1.

The elevator of H. R. Bumgardner & Co., at Oasis, Johnson County, Iowa, has been purchased by the Farmers Union Exchange. Fred Pederson is manager.

Reorganization has taken place at the Farmers Co-operative Elevator Company of Eagle Grove, Iowa, and business will be continued by the company.

Globe Combination Truck & Wagon Dumps have been installed in the plants of A. J. Froning & Son, Webster City; Clark Brown Grain Company, Bondurant.

Charles Minor because of ill health has been obliged to give up his grain business at Cedar Rapids, Iowa. His brother, Harry Minor, will conduct it temporarily.

F. M. Rogers is now manager of the Ladora Lumber & Grain Company at Ladora, Iowa. Mr. Rogers was formerly in charge of the Cartersville Farmers Supply Company of Cartersville, Iowa.

Earl C. Sherwood succeeds Robert W. Hall as manager of the elevator of the Des Moines Elevator & Grain Company at Lohrville, Iowa. Mr. Hall has gone to Webster City where he will manage an elevator, which was formerly operated by H. D. Blue.

The elevator at Council Bluffs, Iowa, formerly operated by the Adams-Reitz Grain Company has been purchased by the Scoular-Bishop Grain Company of Omaha, Neb. The Scoular-Bishop firm has



offices at Kansas City, Neb., and Superior, Neb., and is a member of the Omaha Grain Exchange and the Chicago Board of Trade.

The coal business and lumber yards of the Armour Grain Company at Maxwell, Iowa, have been sold by it to the Central Lumber & Coal Company of Dubuque, Iowa. The Armour company also sold its Cambridge branch business to the same company.

## SOUTHERN AND SOUTHWESTERN

The Muskogee Mill & Elevator Company of Muskogee, Okla., was dissolved recently.

The capital stock of Crawford & Co., at Shinnston, W. Va., has been increased to \$60,000.

H. Waldo has turned over his grain business at Muskogee, Okla., to his son, DeWitt Waldo.

The Hopeton, Okla., elevator of the W. M. Randels Grain Company of Enid, Okla., has been rebuilt.

A new elevator is to be built at Happy, Texas, for the Chapman Milling Company of Sherman, Texas.

The Farmers Equity Company of Hartley, Texas, has changed its name to that of the Hartley Mercantile & Grain Company.

A 25,000-bushel elevator is to be erected at Memphis, Tenn., by the Edwin C. Hawkins Grain Company. The contract has been let.

The Clinton Milling Company is moving its elevator from Strong City, to Hammon, Okla. It will be ready for operation by July 1.

The contract has been let by Edward C. Hawkins for the erection of a 25,000-bushel elevator at Paducah, Ky. It will cost \$6,000.

A 10,000-bushel elevator is to be constructed at Loretto, Tenn., for the Loretto Milling Company, of which Joseph Kessler is proprietor.

The elevator of the D. T. Wadley Grain Company at Texhoma, Okla., is being rebuilt and will have double the capacity of the old one.

The new 25,000-bushel elevator of the Driftwood Co-operative Association at Driftwood, Okla., has been completed and opened for business.

An elevator of 10,000 bushels' capacity is to be erected at Bushland, Texas. Members of the Texas Wheat Growers Association are interested.

At Canadian, Texas, the Liske Grain Company has been incorporated to do business. The incorporators are R. H. Stone, A. Liske, and B. F. Tepe.

O. C. Usher has left the Farmers Elevator at Rosston, Okla., and has accepted position as manager with the Burk Elevator at Gate, Okla.

C. M. Patilo, L. G. Patilo, and W. E. Conn have incorporated at Dallas, Texas, as the Liberty Grain & Fuel Company. Its capital stock is \$30,000.

The Southwestern Elevator & Mercantile Company of Hardtner, Kan., is to erect a grain elevator of 10,000 bushels' capacity at Capron, Okla.

R. E. Householder, W. M. Mathews, and U. B. Gainer have incorporated at Tampa, Fla., as the H. E. Householder Company, capitalized at \$100,000.

H. T. Higgs, O. B. Horton and G. S. Henderson have incorporated at Fort Worth, Texas, as the Higgs Grain Company. Its capital stock is \$2,100.

The Blackwell (Okla.) Co-operative Elevator Association has let the contract for the erection of a new elevator of 20,000 bushels' capacity and costing \$10,000.

Capitalized at \$3,000, the Trail Grain Company was incorporated at Trail, Okla. The incorporators are P. D. Logan, Ross Craig and J. F. Carter, all of Leedeey, Okla.

R. C. Ayers, A. B. DeLeach and F. L. Mills have incorporated at Plainview, Texas, under the name of the Ayers-DeLeach Grain Company. Its capital stock is \$50,000.

The new elevator at Pond Creek, Okla., is about ready for operation. It is owned by E. Johnston of Enid, who operates a line of elevators on the Rock Island Railroad.

The Farmers Grain & Supply Company is erecting a 15,000-bushel elevator, of studded iron clad construction, at Thomas, Okla. The contract for this has been let.

The elevator of the Whitelock & Hollman Grain Company at Frederick, Okla., has been sold to C. A. Calvert of Archer City, Texas. Mr. Calvert will take charge of the business.

Capitalized at \$10,000, Thomas S. Winn & Co. have been incorporated at Richmond, Va. Thomas S. Winn is president; A. E. Edwards, secretary. The company will conduct a wholesale grain and feed business.

The McCrady Bros., of Lambert, have purchased the elevator at Carmen, Okla., owned by the Carmen Grain & Supply Company. T. Bales will manage operation. The McCrady firm also owns an elevator at Yewed.

The following companies have purchased Globe Combination Truck & Wagon Dumps: Farmers Elevator Company, Orienta, Okla.; J. C. Hunt Grain

Company, Wichita Falls, Texas; McCrady Bros., Yewed, Okla.; Southwestern Elevator & Mercantile Company, Capron, Okla.

W. M. Randels, Ben U. Feuquay and Edward T. Fleming, all of Enid, have incorporated in Oklahoma as the Randels-Feuquay Grain Company of Enid. Its capital stock is \$100,000.

The Kansas Flour Mills Company is erecting a new elevator and tempering bins at Alva, Okla. The elevator will have capacity for 87,000 bushels and will be ready for the new crop.

Two steel grain bins with capacity of 12,000 bushels each are being erected at Elk City, Okla., for the American Milling Company. They increase the grain storage capacity to 150,000 bushels.

The building of the Monarch Mills at Chattanooga, Tenn., has been purchased by the B. F. Talley Grain & Feed Company. The company will conduct a wholesale grain and feed business.

The property at Wellington, and Dodsonville, Texas, which the Stevenson Grain & Elevator Company purchased from the Kell-Mytinger Grain & Elevator Company is being repaired and improved.

Property adjoining the building now occupied by the Fayetteville Mercantile Company at Fayetteville, Ark., dealers in grain and hay, has been purchased by that firm to be used for a flour and meal mill.

The Farmers Co-operative Company of Quinlan, Okla., is contemplating the erection of a grain elevator there. The company bought the plant of the Harper Mill & Elevator Company a few months ago.

The Elevator Commission of the Houston Merchants Exchange of Houston, Texas, has recommended the erection of a new grain elevator at that port and the Exchange has plans for one under consideration.

The contract has been let by the Farmers Co-operative Elevator Company of Wakita, Okla., for a 10,000-bushel elevator. It is equipped with a 10-horsepower Fairbanks Engine, truck dump, scale, man lift and one leg.

The J. Rosenbaum Grain Company of Chicago, Ill., has leased the new Norfolk Municipal Grain Elevator at Norfolk, Va. The contract calls for payment by lessee of  $\frac{1}{4}$  cent for every bushel of grain placed in the elevator. The elevator will be completed by October 15.

## MISSOURI, KANSAS AND NEBRASKA

Macredie & Sons have a new elevator under construction at Clearwater, Kan.

G. W. Bastain's elevator at Atwood, Kan., has been purchased by W. R. Horton.

The house of the O. M. Kellogg Grain Company at Grant, Neb., is to be overhauled.

A grain, feed and hay business is to be conducted at Marionville, Mo., by Irby & Anderson.

J. M. Frieze is now manager of the Rogers Grain Company operating at Stockton, Kan.

A new dumping device has been installed at Hunter, Kan., for the Robinson Grain Company.

J. C. Nygren succeeds Max Giehler as manager of the Farmers Union Exchange at Tilden, Neb.

The power of the Mann Grain Company at Montrose, Mo., has been changed from gas to electricity.

The elevator of the Gower Grain & Coal Company at Gower, Mo., is to be conducted by K. E. Puckett.

E. F. Merrill is manager of the John Hayes Grain Company of Hutchinson, Kan. He came from Wichita.

The elevator of the Farmers Elevator Company at Malcolm, Neb., is to be covered with galvanized iron.

A Fairbanks Morse 10-ton truck scale is being installed at Belpre, Kan., for the Farmers Grain Company.

George R. Gould succeeds his brother L. H. Gould as manager of the Gould Grain Company at Bucklin, Kan.

B. F. Graham is succeeded as manager of the Farmers Grain Company at Bancroft, Neb., by Eddie Farley.

A grain and feed store has been opened in the J. J. Haldeman Warehouse at Labelle, Mo., by Earle N. Haldeman.

Jack Brown has succeeded E. M. Brown as manager of the Farmers Elevator Company at Rising City, Neb.

The contract has been awarded by the Blair Mills of Atchison, Kan., for the erection of a 60,000-bushel elevator.

Frank Ferris is manager of the Farmers Co-operative Union operating at Magnet, Neb. He came from Wausau, Neb.

The retail and wholesale departments of the George T. Fielding & Sons Grain & Seed Company of Manhattan, Kan., are to be conducted by different men. The retail end of the business is to be conducted by L. S. Fielding and D. C. Stephenson; and

A. P. and E. H. Fielding, senior members of the firm, will manage the wholesale grain and seed business.

The elevator of the Southwestern Elevator & Mercantile Company at Stubbs Station (Kiowa p. o.), Kan., is to be enlarged.

E. Briggs and J. A. Schowalter are building a new elevator of 7,500 bushels' capacity at Briggs Station, near Sedgwick, Kan.

The Shannon Elevator at Davenport, Neb., has been purchased by A. J. Schoenfeld. Mr. Schoenfeld takes possession on June 15.

The motive power in the elevator of the Mann Grain Company at Deepwater, Mo., has been changed from gas to electricity.

Plans are under consideration by the Chamber of Commerce of Springfield, Mo., for the erection of a terminal grain elevator there.

C. M. Steen is succeeded as manager of the Farmers Co-operative Grain & Supply Company of Protection, Kan., by D. W. Brite.

A 60,000-bushel elevator is to be erected at Osage City, Mo., by the J. M. Hays Industries which has let the contract for the elevator.

A new elevator is being erected at Perth, Kan., for the Larabee Elevator Corporation, replacing the old one which is considered unsafe.

One of the elevators of the Vance Grain Company at Hazelton, Kan., has been leased by the Hazelton Wheat Growers Co-operative Association.

The Manson Elevator at Eureka, Mo., is to be purchased by the recently organized Eureka Co-operative Elevator & Warehouse Company.

To buy and sell grain, hay, and other merchandise, the Farmers Commission Company has been incorporated at Sedalia, Mo., capitalized at \$6,000.

Capitalized at \$25,000, the Dundee Farmers Grain Company has been incorporated at Dundee, Kan. I. Wright, T. B. Unruh, Peter H. Dirks are interested.

A large building in Arma, Kan., is now occupied by E. A. Batton and Paul Castagne of Scammon. They will conduct a grain, feed and flour business.

R. A. and J. F. Keys and F. A. Keys have incorporated at Macksville, Kan., as the Macksville Milling & Elevator Company. Its capital stock is \$100,000.

J. S. and S. L. Congdon are erecting a 20,000-bushel elevator at Sedgwick, Kan. The equipment will include Eureka Cleaners, and an automatic scale.

A. D. Robinson has leased ground on the St. Joseph & Grand Island Railroad at Price (Sabetha p. o.), Kan., for the erection of a 10,000-bushel elevator.

The grain, feed, coal and poultry business of A. A. Hatfield, at Mulvane, Kan., has been purchased by J. M. Rhodes. He is now open and ready for business.

The concrete elevator at Bazine, Kan., has been purchased from the Associated Mill & Elevator Company of Kansas City, Mo., by the Rock Mill & Elevator Company.

Capitalized at \$25,000, the Farmers Co-operative Union Elevator Company has been incorporated at Ogallala, Neb. The incorporators are F. J. Feltz and John H. Meyer.

Repairs and official weigh-up were done at the Murray and Great Western Elevators at Kansas City, Mo., during the last week of May and the first week of June.

Capitalized at \$20,000, the Farmers Elevator Company has been incorporated at Peru, Neb. The incorporators are: W. H. Hutchinson, Jr., J. F. Heywood and E. E. Good.

A grain elevator with capacity of 17,000 bushels is being erected at Tice, between Copeland and Sublette, Kan., for the C. D. Jennings Grain Company of Hutchinson, Kan.

John Bobek, Sr., is manager of the Farmers Co-operative Grain Company at Caldwell, Kan. He replaces D. F. Mossman who is now president of the Caldwell Milling Company.

The Dalton, Neb., elevator of the Central Granaries Company has been purchased by E. F. Grisinger. He will operate it under the name of the Independent Elevator Company.

The new 40,000-bushel elevator of the Colorado Mill & Elevator Company at Collyer, Kan., which the Burrell Engineering & Construction Company built for it, has been completed.

H. E. Anderson and D. Wilken have filed articles of incorporation at Hildreth, Neb., as the Farmers Co-operative Grain & Livestock Association. The company is capitalized at \$25,000.

The following firms have purchased Globe Combination Auto Truck and Wagon Dumps: T. J. Macredie & Son, Clear Water, Kan.; Farmers Co-operative Union, Lyons, Kan. (2); Farmers Grain & Supply Company, Great Bend, Kan.; C. C. Smith, Conway Springs, Kan.; Stevens Scott Grain Company, Seward, Kan.; Monolith Builders for elevators at Olathe, Kan., Cameron, Mo., and Winfield, Kan.; Lindsborg Milling & Elevator Company,



Lindsborg, Kan.; George Koch Grain Company, Hardtner, Kan.; Belle Plaine Milling & Grain Company, Belle Plaine, Kan.

The grain and lumber business of the Blaker Lumber & Grain Company at Mound City, Kan., has been purchased by the Mound City Lumber & Grain Company. L. Thorne is manager.

The elevators at Princeton and Homewood, Kan., of the defunct Associated Mills & Elevator Company have been closed up. The elevators were operated under a receivership for several months.

B. Weeks is in charge of the elevator of the Blue Rapids Milling & Elevator Company at Greenleaf, Kan. He was formerly with the Farmers Co-operative Grain Company at Blue Rapids.

Improvements are being made at the City Mill & Elevator at Emporia, Kan., changing from steam to electric power, on June 1. The new machinery will cost between \$1,500 and \$1,800.

C. Venner, who conducts a grain elevator and coal business at Havelock, Neb., has purchased the Brother's property there and will move his business over there. He will also handle a complete line of farm machinery.

Business has again been resumed by the reorganized Wells-Abbott-Nieman Company, Inc., of Schuyler, Neb. The elevators at Schuyler and Rogers were opened for business; the mill will start grinding on July 15.

The property of the Old Comfort Grain Company at Cawker City, Kan., has been purchased by Ralph Dockstadter of Beloit from J. B. McClure. He will tear down the old building and erect a modern elevator of 20,000 bushels' capacity.

A company to be known as Sommers Grain Company has been organized at Sand Springs, on the Rock Island Railroad, Kan., by David Sommers of

Abilene, who was manager of the Farmers Co-operative Elevator at Hope, and will erect a new 22,000-bushel elevator there.

The elevator of the Associated Mill & Elevator Company at Dwight, Kan., has been purchased by the Robinson & Wyatt Grain Company of Salina, Kan. E. R. Hoyer is managing the elevator.

A grain elevator of 25,000 bushels' capacity is to be erected at Winfield, Kan., for the Winfield Elevator Company. The building will be of reinforced concrete. There will also be a modern warehouse attached to the elevator proper.

The contract has been let by the L. H. Pettit Grain Company of Hutchinson, Kan., for a 25,000-bushel elevator at Rolla, Kan. The building will be covered with sheet iron and will include a two room office and a ten-ton truck scale.

Capitalized at \$9,000, the Farmers Elevator Company has been incorporated at Tecumseh, Neb. O. J. McDougal and W. E. Brown are interested. Mr. McDougal recently bought the Farmers Union Co-operative Association's elevator there.

A modern tile and reinforced concrete elevator, entirely fireproof, is being erected at Coats, Kan., for the Farmers Elevator Company. It will install three electric motors. Its capacity is 25,000 bushels and will cost, including office, \$20,000.

The McDonald Engineering Company of Chicago, is to erect the first unit of the Union Terminal Elevator for the Victory Mill & Elevator Company of Wichita, Kan. Thomas F. Dawkins is secretary-treasurer and general manager of the company.

A 12,000-bushel studded iron clad elevator is to be erected at Seward, Kan., for the Stevens-Scott Grain Company. The equipment will include a 15-horsepower engine, four-bushel automatic scale, truck dump, 1,500-bushel non-chockable lag.

on the plant was heavy. Improvements had just been completed on the power house at a cost of \$25,000. A new fireproof elevator is to be built.

Ironton, Ohio.—The stone warehouse of the Larkin-Blanto Feed Company was destroyed by fire of unknown origin. The loss amounted to \$25,000.

McPherson, Kan.—Spontaneous combustion in coal caused slight damage to the boiler room and powerhouse of the Colburn Bros. Company last month.

Petrolia, Texas.—The Wichita Mill & Elevator Company sustained a serious loss on May 23 when fire started from an unknown cause in its elevator.

Toronto, Ont.—Fire damaged the warehouse of the Faramel Feed Company. A heavy stock of feedstuffs in the store at the time was also destroyed.

Green Bush, Minn.—Fire totally destroyed one of the elevators of the Red Lake Falls Milling Company at this point on May 19. The cause was not determined.

Memphis, Tenn.—The Gillespie Grain Company's warehouse and contents were destroyed by fire. Eleven cars of unloaded hay and grain on the track were saved.

Petosky, Mich.—A small damage loss to the elevator of C. L. Randall Company occurred during April when the property took fire from some unknown cause.

Sitka, (r.d. Glenham) S. D.—Lightning struck and set fire to the elevator of the Farmers Elevator Company on May 28. The buildings were insured for \$6,000.

Stockton, Kan.—Fire destroyed the elevator of the Bigge Grain Company together with 4,000 bushels wheat and 2,000 bushels corn. The loss amounted to \$15,000.

Washburn, Wis.—Fire damaged the feed store of the Bayfield County Co-operative Company. Business is handled from the warehouse, pending the re-construction of the building.

Columbus, Mich.—On May 9 fire started in the elevator operated by the Columbus Elevator Company. The cause of the fire was due to locomotive sparks and the damage was slight.

Freeport, Mich.—On May 29 fire started in the elevator of the Freeport Farmers Elevator Company and did serious damage to the property. The cause of the fire was not reported.

Wheaton, Ill.—Fire destroyed the Simpson interests' elevator and mixed feed plant. They operated as the Acme Pig Feed Company. The fire started in the cupola of the elevator.

Caro, Mich.—The Caro Farmers Co-operative Elevator Company sustained a small damage loss to its warehouse from fire on May 31. The cause of the fire was attributed to locomotive sparks.

Swanington, Ind.—Sparks from a locomotive is believed to have been the cause of fire which did slight damage to the elevator of W. B. Goresman Grain Company during the month of April.

Independence, Mo.—The Independence Mill & Elevator Company's plant and its entire contents, including hay, grain, mill machinery and truck, were destroyed by fire with a loss of \$6,000 to its owner, J. C. Kerr.

Pillsbury, N. D.—Two elevators of the Farmers Elevator Company here were burned recently. Both were within a short distance of each other. The insurance amounted to \$36,000. The contents were covered by provisional policy.

Willis, Kan.—Barrett & Walker's elevator here operated by F. K. Barrett was destroyed by fire recently. A carload of millet seed belonging to C. J. Haskett which had just been loaded at the elevator for shipment was also burned. Cause of the fire is unknown.

## FIRES—CASUALTIES

Table Rock, Neb.—Fire destroyed completely the Farmers Union Elevator here.

Montezuma, Iowa.—The elevator of Paul Peterson burned with a loss of \$15,000.

Thor, Iowa.—Fire on May 13, destroyed the elevator here owned by Mericle & Co.

Wautoma, Wis.—The feed and grist mill of Louis Chaimson here was destroyed by fire.

Fort Worth, Texas.—Fire destroyed the building of the Drumm Seed & Floral Company.

Windsor, Mo.—On June 7, the elevator of the Petty Grain Company was destroyed by fire.

Leverett, Ill.—On May 24, fire that did quite serious damage started in the elevator of A. J. Flatt.

Villisca, Iowa.—Fire destroyed the elevator here. Plans for replacing it have been made by F. S. Pierson.

Emmet, Neb.—The barn of the Emmet Hay Company was destroyed by fire together with 600 tons of hay.

Collison, Ill.—On May 28, lightning struck the elevator of Davis Bros. & Christian. The loss was slight.

Walton, N. Y.—A choke-up in the elevator head of elevator of Crawford Bros., caused a small damage on May 24.

Des Moines, Iowa.—Fire on April 26, caused loss of \$30,000 to the warehouse of the Pease Hay Commission Company.

Elk Creek, Neb.—The Farmers Union Elevator Company lost its elevator here by fire recently. The loss was \$10,000.

Caledonia, Minn.—The Louis Heintz Feed Mill was destroyed by fire which was started when the gas engine backfired.

Kearney, Neb.—The Odessa Alfalfa Mill was burned with a loss of \$11,000 to Roy Knapp, owner. He carried \$6,500 insurance.

Newport, R. I.—McKenzie & Winslow's grain warehouse burned recently with a loss of \$5,000. The grain elevator was saved.

East Ash, Salina, Kan.—On May 20, the Taylor Mill Elevator caught fire but the blaze was put out before much damage was done.

Gardner, Kan.—The elevator of Edith L. Ward was totally destroyed by fire from an unknown cause during the early part of April.

Roselle Park, N. J.—Fire destroyed Charles S. Pountney's elevator here on April 27 together with four smaller buildings. The loss amounted to \$75,000.

Chambersburg, Pa.—Fire destroyed the grain warehouse of Franklin Miller & Sons together with contents. Loss amounted to \$25,000. The fire was started when a Western Maryland freight train ran

into an oil truck of the Gulf Refining Company near the elevator, and the burning oil was thrown against the elevator.

Randolph, Iowa.—Fire destroyed the Farmers Elevator here with a loss of \$25,000. Spontaneous combustion was the cause of the fire.

Ralls, Texas.—Fire started on May 10, in the warehouse of W. L. Hendrick. The damage was quite serious. Cause was not reported.

Springerton, Ill.—On May 1, the Springer Grain Company suffered quite a serious loss when its elevator took fire from an unknown cause.

Garden Grove, Calif.—On May 4 the warehouse of J. A. Knapp caught fire from some unknown cause and a small damage loss was sustained.

Grinnell, Iowa.—Fire destroyed the elevator here belonging to Paul Peterson. The elevator loss amounted to \$15,000, with \$11,000 insurance.

Rippey, Iowa.—The elevator of the Clark Brown Company with over 50,000 bushels of corn were damaged by fire. The loss amounted to \$75,000.

Duke, Okla.—Small damage loss occurred to the elevator of the Henry Grain Company during the month of April by fire from an unknown cause.

Laurium, Mich.—Herman Ervast's warehouse and contents were damaged seriously by fire on May 13. The feed and flour stored there were also destroyed.

Humboldt, Neb.—Fire damaged the property of the O. A. Cooper Company. Stocks of grain and flour were well covered by insurance, but the loss

## OBITUARY

BURKHOLDER.—On April 29, Joseph Burkholder died at Hummelstown, Pa. He was a grain and feed dealer at that place.

BUSCH.—On June 4, aged 90 years, William Busch died at his home in Red Wing, Minn. He was for many years in the grain, milling and banking business and was one of the chief stockholders in the La Grange Mills, and the Red Wing Milling Company.

CLIFT.—Joseph L. Clift, aged 60 years, died on May 21, at Lyndon, Ky. He was a prominent grain broker of Louisville, and had been in this business for many years.

CONROY.—T. J. Conroy died on March 25 at his home in Gaines, Mich. He was a hay shipper and

was a member of the National Hay Association. His widow and eight children survive him.

CROSIER.—William H. Crosier died suddenly at Buffalo. Since 1888 he has been associated with the Irving Kester Seed Company of Buffalo. In 1906 he became the proprietor of the business. His widow survives him.

FREDERICK.—Joseph Frederick died on May 10 at his son's home in King City, Mo. Mr. Frederick had for 20 years lived in or near St. Joseph, Mo., and was prominent in the grain business there. His widow and three sons survive him.

GODFREY.—Edwin R. Godfrey, Sr., died on June 1, aged 80 years. He was president of the E. R. Godfrey & Sons Company of Milwaukee, Wis. He



established a general feed and flour business in 1866; in 1886 he organized a wholesale grocery company.

**GASTEIGER.**—John W. Gasteiger was killed on May 23 when he fell from a Brooklyn, N. Y., building. He was a member of the hay and grain firm of J. W. Gasteiger & Son, Inc.

**HUNTER.**—Fred H. Hunter died on May 3, at San Francisco, Calif. For the past 10 years he had been at the head of the Hunter Seed Company and prior to that had been manager of the German Seed Company of Los Angeles, Calif. He is survived by his widow and two small children.

**IRWIN.**—John Willard Irwin died at Fort William, Ont., on May 18. He was manager of the Consolidated Elevator for 10 years.

**MALMBERG.**—William Malmberg was killed when he fell in the Inter-ocean Elevator at Cache Junction, Utah, of which he was manager. He was coming out of one of the wheat bins when he slipped and fell.

**MOORE.**—George W. Moore a leading Chicago manufacturer, president of the George W. Moore Company, the B. F. Gump Company and the Imperial Steel Cabinet Company, died at his home in Riverside, Ill., on June 12 after an illness of several months. Mr. Moore in the 'Nineties, was connected with the firm of H. L. Thornburg & Co. manufacturers of elevator buckets, boots, conveyors and general supplies for the grain elevator.

When this firm went out of business he formed the firm of Moore & Lorenz establishing a plant on Clinton Street for the manufacture of the same line of goods. A few years later the firm bought a building at 2154 Fulton Street and added the manufacture of steel cabinets to its general line of mill supplies. When Peter Lorenz retired from the business it was made the George W. Moore Company and has remained unchanged until the present. Mr. Moore was highly regarded by his business associates and all the companies with which he was connected had a very phenomenal success. He is survived by his wife Agnes C. Moore and two children.

**PETTIT.**—William Pettit died on June 1. He had been a resident of Minneapolis since 1864 and had been in the grain and milling business there. Two daughters survive him.

**POWELL.**—Robert Powell died suddenly while on a visit in Mobile, Ala. Mr. Powell was secretary of the W. M. Cosby Flour & Grain Company of Birmingham, Ala. His widow and one son survive him.

**RICH.**—J. S. Rich died on May 26 aged 71 years. He was for 25 years flour and feed broker at Duluth, Minn.

**RITZSCHKE.**—George A. Ritzschke died recently at Chateau, Mont. He was manager of the Rocky Mountain Elevator at Bole, Mont. Mr. Ritzschke was 37 years. His widow and five children survive.

## FIELD SEEDS

### HAY SEED PRODUCTION SLACK

Although the World War stimulated the production of most kinds of vegetable and field seed, it had a deterrent effect upon the production of other kinds commonly exported from this country, such as Timothy, Redtop, Meadow Fescue, and Kentucky Bluegrass. High hay prices, increased acreages of food crops, and limited demand for seeds of grass crops from European countries, among other factors, resulted in the cutting of a smaller acreage of the grasses for seed purposes during the war.

### NEW SEED TRADEMARK

The following new seed trademark was published in the May 30 issue of the U. S. Official Gazette:



"K" seeds and grain. H. C. King & Sons, Battle Creek, Mich. Filed December 12, 1921. Serial No. 156,582.

### SAVE THE BLUEGRASS SEED

"Save the Bluegrass Seed in 1922" is the slogan of the Missouri State Board of Agriculture. The Board calls attention to the fact that more than one-half of the Bluegrass seed of the State of Missouri goes to waste, when it should be saved. As a result there is a shortage in Bluegrass production in the United States. The Missouri State Board of Agriculture in co-operation with the State Marketing Bureau will help any farmer secure a buyer or buyers for all Bluegrass gathered in 1922.

### DOMESTIC DEMAND FOR SEED

The World War has had a far-reaching effect upon the domestic demand for vegetable seed and certain kinds of field seed. By means of the publicity given to war gardens by the various agencies of the Government and by seedsmen and periodicals, a greater demand for vegetable seed arose than was ever before experienced. People in cities who had never planted gardens were influenced to "do their bit" toward solving the food problem by making gardens. Although it is true that in some localities the sales of seed to market gardeners decreased, this was more than offset by the small sales to the vastly increased number of amateur gardeners.

### STOCKS OF LATE-SOWN FORAGE CROP SEEDS AMPLE FOR ANY DEMAND

Retail dealers throughout the United States are anticipating a somewhat better demand than normal for late-sown forage crop seeds. The greatest interest seems to be manifested in Sudan grass. Millets also are mentioned as being in good demand while cowpeas and soy beans are given first place.

There is no outstanding shortage of any of these seeds and, in practically every case where a heavier than normal demand is expected, stocks in retail dealers' hands are reported to be sufficient.

Retail prices during the last three weeks of

May showed no marked changes. Sudan grass advanced 15 cents—\$2.40 per 100 pounds in the various geographical divisions. Cowpeas are quoted 20 cents per 100 pounds higher in the North and Middle Atlantic divisions and the same or lower in other divisions, while soy beans are slightly higher in the corn belt. Prices for millets are mostly unchanged except in the east and north central divisions, where advances of 15 cents to 75 cents per 100 pounds are noted.

In addition to prices shown in the accompanying table the following are reported for the southeastern division: Golden Millet, \$3.90; Common Millet, \$4.25; amber and orange Sorgo, \$4.25; Sudan grass, \$11.05; and cotton seed, \$4.15 per 100 pounds. In the southwestern division cotton seed is quoted at \$5.25 per 100 pounds.

### SWISS BUY ALFALFA SEED

An order was received recently, says the Central South Dakota Development Association, from the Swiss Government for a quantity of Cossack and Grimm Alfalfa seed, for the purpose of trying it out at one of that country's experiment stations.

The order came as a result of an extensive advertising campaign carried on by the Association, setting forth the value of Alfalfa as a forage crop, when grown from seed, the purity of which is certified.

With each quantity of the seed sold, the Association furnishes an abstract properly certified, tracing the seed transfers from the time of its original importation from Russia.

### TOLEDO SEED GRADES

Effective July 1, 1922, the following will govern the gradings of Prime Red Clover, Prime Alsike, and Prime Timothy in Toledo markets.

**Prime Red Clover:** To be fair color, dry, sound, reasonably clean and only slightly mixed with brown. Purity shall not be lower than 99.25 per cent. Dodder contents shall not be greater than one grain in every five grams of seed. Shall not contain in excess of one-half of one per cent of other varieties of seeds of Alfalfa, Alsike Clover, White Clover, and Sweet Clover; nor in excess of one-fourth of one per cent of any one variety of the above seeds. Shall not contain in excess of one-half of one per cent of inert matter and weed seeds. Content of weed seeds shall not be in excess of one-fourth of one per cent of any one variety.

**Prime Alsike:** To be fair color, dry, sound, reasonably clean and only slightly mixed with brown seeds. Purity shall not be lower than 98.75 per cent. Shall not contain in excess of one-half of one per cent of other variety of seeds of Red Clover, Alfalfa, Timothy, Sweet Clover, and White Clover, nor more than one-fourth of one per cent of any one variety of the above seeds, excepting White Clover. Shall not contain in excess of one per cent of weed seeds and inert matter. Content of weed seeds shall not be in excess of one-fourth of one per cent of any one variety.

**Prime Timothy:** To be fair color, dry, sound, and reasonably clean. Purity shall not be lower than 99.50 per cent. Hulled seed contents shall

not be greater than 25 per cent. Weed seed contents shall not be in excess of one-fourth of one per cent.

The requirements for Prime Clover, Alsike, and Timothy, as regards color, style, plumpness, and general quality, shall be a standard established at the beginning of the crop year by the Seed Committee of the Toledo Produce Exchange.

The official certificate of purity shall be issued by the Commercial Seed Laboratory of Toledo, conducted under the supervision of Mr. Benedict at a fair cost for services. Same shall be final, subject to condition that a new test can be asked by the seller. On all deliveries on Prime Clover, Alsike and Timothy, the certificate of purity shall follow the seed and attached to invoice of delivery, the cost of which to be paid by the buyer.

### NORTHWEST FARMERS EAGER FOR LOANS TO BUY SEED

Of the \$1,500,000 provided in the Seed Loan Act for the relief of farmers in drouth-stricken areas of the Northwest, \$784,734 had been lent up to April 30 to 6,361 farmers. Leon M. Estabrook, chairman of the Seed Loan Committee, composed of officials of the United States Department of Agriculture, says that applications for loans for the purchase of seed have come in rapidly and that the entire sum available will probably be exhausted by May 15. Up to April 22 about two weeks after distribution of the money began, 3,451 loans, aggregating \$457,790, had been made.

The relief is provided for farmers in the "crop failure areas" for the purchase of grain for seeding this spring and is limited to wheat, oats, barley and flax. The area comprises North Dakota, northwest counties of South Dakota, Montana, several counties in Idaho and Washington.

### NEW YORK SEED SEASON ENDS

BY C. K. TRAFTON

The season is practically at an end in the market for field seeds. Following the activity noted in April, trading became extremely quiet during May, and as usual at such times, prices show irregular changes with the undertone slightly easier in many cases.

Red Clover has remained practically unchanged, with practically all local traders awaiting the appearance of the summer demand. Demand has already appeared from some southern sections, but it is evident that buyers' ideas there are extremely low and a great deal is heard regarding scarcity of money, which creates skepticism in some quarters because of the higher prices ruling for cotton. In explanation it is stated that the better prices found little cotton left to be sold in many districts. Because of the alleged inability of southern buyers to pay anything like current prices, the opinion prevails that soy beans or some other substitute may be used. Consequently local traders in close touch with foreign conditions do not expect a large business. Although it is too early to get definite information as to European crops, it is considered significant that few if any offers have been received for future shipment. Moreover, arrivals for the month were only 89 bags, against about 1,400 in April.

Crimson Clover has been firm owing to strong foreign advices and small arrivals, only 200 bags, against 1,670 during April. Although crop prospects in France are said to be somewhat better, that country is offering new crop sparingly for July and early August shipment at 12½@13c which is too high to interest buyers here. Hence little if any business has been done.

Alfalfa has also been firm, although not notably changed. While the month's arrivals looked large, —9,200 bags, against 5,270 in April,—the impression prevails that there will not be enough to meet early planting requirements before the new crop is ready. Moreover, Argentina remains extremely firm, shippers claiming that good quality seed is hard to get and quoting 12@12½ cents c. i. f. Indications are that a good demand still exists in all quarters, but buyers are unwilling to pay current prices, anticipating a decline. According to local dealers they are destined to be disappointed. Additional comment is heard regarding the choice quality of the new arrivals which have shown striking uniformity. Little or nothing has been received of purity less than 99.25 and some has been as high as 99.85.

White Clover has eased off slightly, although arrivals for the month were only 41 bags, against 270 in April and 435 in March. Firmer advices have also been received from abroad, it being claimed that practically no seed of good quality remains, and for what there is 29 to 30 cents is asked.

Vetch has remained firm in spite of larger arrivals, 627 bags, against 220 in April. There has been a good demand for Hairy Vetch which is scarce. Moreover, foreign offerings are light, German shippers asking 12½@13 cents.

Rye Grass has eased off slightly as arrivals were 2,300 bags, against none in April. The easiness was partly owing to the fact that the total included



about 1,540 bags from Argentina. This was said to be of generally poor quality and not salable at over 4½ cents, whereas European varieties were quoted at 8½@9 cents.

Kentucky Bluegrass has not been notably changed, but the undertone is easier. Buyers are holding off in anticipation of lower prices because of the large number of offers. Western dealers have been offering new crop rather freely at 23@25 cents for September-October delivery. There were no exports during the month.

Rapeseed has been in poor demand, but prices have remained practically unchanged, in spite of larger arrivals, 2,700 bags, compared with 1,857 during April. Practically all of the arrivals came from Japan, which is still offering at 5.75 cents c. i. f., New York. Holland contributed only 142 bags and it is evident that stocks there, as well as in France, are well cleaned up.

Sunflower has been quiet and somewhat unsettled in tone, owing to the arrival of about 3,220 bags from Continental Europe. This was said to be of inferior quality compared to Argentina, and hence was offered at a concession, which caused a somewhat easier undertone. Arrivals from Argentina were also liberal, about 6,680 bags, but it is evident that these heavy shipments have made serious inroads into stocks in that country. At any rate, shippers there are still quoting 4¼ cents for shipment, which is about the same price at which European seed can be bought in cars here. Total arrivals for the month were 9,900 bags, against only 800 during April.

Canary has been quiet, but practically unchanged at about 3¼ cents in bond. Arrivals for the month were 3,100 bags, compared with 8,420 during April. Only 2,350 bags arrived from Argentina. While the old crop there has been sufficient to meet the demand so far, it is claimed that the new crop is short, and hence it is believed that higher prices will rule on future shipments after old crop stocks are cleaned up. However, shippers there are still offering at 3¼ cents c. i. f.

There has been practically no life in Alsike, Timothy, or Redtop, which are about unchanged to a fraction easier. The only exports were 60 bags of Redtop to Denmark. The month's arrivals included 500 bags of Red Millet from France; 928 bags of the same from Japan; and 2,147 bags of hempseed from Japan.

#### CRIMSON CLOVER SEED CROP GOOD

Reports issued by the United States Department of Agriculture for the week ending May 27 would indicate that the 1922 production of Crimson Clover seed would be larger than last year, although it will not be equal to the production of 1918 and 1919, both heavy years.

The 1922 production of Crimson Clover seed is expected to be larger than last year's small crop although it will not approach the heavy production of 1918 and 1919, according to reports received by the U. S. Department of Agriculture during the week ending May 27.

In Franklin County, Tenn., where most of the Crimson Clover seed has been produced in the United States during the past five years, the acreage to be cut for seed is variously reported to be 50 per cent to 200 per cent greater than last year. Because of the prevalence of a disease or "blight" in that section last year most growers plowed under their Crimson Clover and planted a limited acreage last fall principally for a cover crop.

Very little damage from blight has occurred this spring and the seed heads are well filled and many fields intended for hay or pasture will be cut for seed. Rainy weather during the week ending May 27, however, interfered with cutting. Growers in this section are being offered \$10 per 100 pounds for their Crimson Clover seed, thrasher-run.

Conditions as to the acreage to be cut, condition of the crop, and yield in White County, Tenn., are similar to those given for Franklin County. The price offered growers in the former county, however is only \$7-\$8.25 per 100 pounds.

The acreage of Crimson Clover that will be cut for seed in Lincoln County, Tenn., is reported to be 25 per cent less than last year, the condition of the crop only fair, and the prospective yield small. Many farmers are planning to turn under their crop and the excessive rains already have affected the setting of the seed. Harvesting began around May 25. Prices offered growers range from \$10 to \$13 per 100 pounds although little commercial seed will be available in this county.

In North Carolina a reduced acreage will be harvested this year because of the thin stand of plants. Harvesting started May 25 in Wake County and will be in progress in Catawaba County from June 1 to June 10. No prices have been offered.

A 20 per cent to 50 per cent larger acreage than last year will be harvested in South Carolina. The crop came through the mild winter in good condition, the seed heads are ripening uniformly, and a heavy yield per acre is anticipated. Harvesting is in progress.

The imports of Crimson Clover seed during each

[Continued on Page 897]

## HAY, STRAW AND FEED

#### RATE REDUCTION HELPS HAY TRADE

The hay trade of Montana has been considerably stimulated by a reduction of rates by the Great Northern and the C., M. & St. P. The immense surplus of hay in the state which was stacked last fall has been very materially reduced by the prolonged winter, but there is still a large quantity of tonnage for sale in various parts of the state.

#### HAY CROP GOOD IN INDIANA

Have never seen the hay crop apparently any better in this part of the country and it would seem that there is every reason to expect a good business in hay. We do not give special attention to that trade since rates and other conditions have changed so materially the past few years. We have given our entire attention to grain and feed.—H. E. Kinney Grain Company, Indianapolis, Ind.

#### OUTLOOK GOOD

Regarding the conditions of our hay market it is pretty well cleaned up from near by points. Most of this hay has been delivered to the trade by the farmers by trucks in this market.

New crop looks good. There is very little hay used here now compared to former years as all the larger industries here use trucks instead of horses.—S. M. Ratcliffe, Buffalo. Letter of June 8.

#### NEW FEED BRAND

The following new feed brand was published recently by the U. S. Official Gazette: "Big Horn"

## BIG HORN

ox feed composed of unbolted meal, wheat bran, etc. Pease & Dwyer Company, Memphis, Tenn., No. 142,527. Published April 25, 1922.

#### Labels Registered

24,333.—Title: "Cackle-More." (For Poultry Feed.) John A. Butler, Denver, Colo. Filed August 11, 1921. Registered May 9, 1922.

#### LATER CUTTING OF ALFALFA FOUND BEST

Delaying the cutting of Alfalfa until it is nearly in full bloom has been found a better practice than mowing it soon after blooming starts, according to information received at University Farm from the United States Department of Agriculture at Washington. Trials made by the Federal department and various state experiment stations indicate that the life of the plant is prolonged and yields materially increased by delaying the harvest until the full bloom is near. Hay made then possibly may not be quite so palatable, but this is offset in the gain of quantity of hay, says the Federal report.

#### OLD HAY SCARCE

Old hay is getting very scarce in this market but new hay will be ready to market in a month from now.

The trade is now so limited here that consumers find all they require from our mountains and we have not shipped in any this season that we remember.

There is still lots of Alfalfa from last year's stock that will not move this season or in fact at all but the demand for new Alfalfa will probably be much improved.

Our crops generally look good but are very backward and we are in serious need of rain.—Ady & Crowe Mercantile Company, Denver. Letter of June 9.

#### OLD HAY CLEANED UP

Old hay is well cleaned up throughout this section, the majority of the cars now arriving consisting of mixed cars of No. 1 and No. 2 Timothy and Clover Mixed. The new crop, owing to most favorable weather conditions, promises to be large and of fine quality. The Clover is wonderful in its growth and color. We look for a large crop of both Timothy and Clover hay throughout this section. Winter wheat is showing splendid growth and good color, fine condition, and heading out rapidly. The writer noticed one field Sunday that was beginning to color a little. Corn planting nearly finished. The early planted coming up nicely. Considerable has already been cultivated. The weather has been most favorable for its development. The farmers are all busy and this week will undoubtedly see all corn planted. Around here we have had abundant moisture but

complaints are coming in of hot weather from various sections of the northern part of the state where rain is needed.

Oats and rye are coming on nicely but the oat crop will be late and short. Several sections report the first cutting of Alfalfa. We cannot recall a season in this section when the grain and grasses were in better condition than now. We look for better business conditions and hope for a prompt settlement of the labor question especially the railway question which is proving a great handicap to business at the present time, as any so called strike around July 1, would certainly have its effect on the grain movement.—Shepard, Clark & Co., Cleveland. Letter of June 8.

#### HAY RECEIPTS HEAVY

The receipts of hay are still running very heavy and the demand is getting a little lighter all the time. We rather believe that we have seen about the heaviest run of hay that we are going to have, however, and we look for prices on hay to remain about where they are at the present time. It seems that the farmers will soon be busy again and this movement will decrease to a considerable extent. The medium and low grade hay is very hard to place and will be draggy for some time.

Clover hay is almost unsalable, even for the very best. Some new Clover is coming to the market now and selling at \$14 to \$15. Be very careful of this Clover hay, either old or new, because it is going to gradually work lower. Choice Alfalfa in fair demand, but medium and low grades dull and draggy. Prairie hay in demand for good grades; other grades almost unsalable. Straw market steady.—Toberman, Mackey & Co., St. Louis. Letter of June 8.

#### LARGE ACREAGE

There is a large acreage, above normal, of Clover hay which is in excellent condition and will be cut within the next week or 10 days. The Timothy hay meadows are very scarce and are very weedy in most cases. We do not look for very much Timothy hay to move from this section.

The wheat crop never appeared better and unless there is some very unfavorable conditions, we will have a large crop with an excellent yield. Believe the new crop of wheat will move if farmers receive \$1 or more.

The oats is very poor and in some cases more weeds than oats. Prospects look bad for this grain.

All the corn has been planted and some of it plowed over the second time. Went into the ground on time and is doing nicely. Probably 10 to 25 per cent above normal acreage. Business conditions better in general and most everyone is employed.—Crabb-Reynolds-Taylor Company, Crowfordsville, Ind. Letter of June 7.

#### PROSPECTS IN HAY

There is less Timothy in acreage, by at least 20 per cent than last year. There has been such a considerable amount of moisture that the hay raised will be more tonnage to the acres and probably better quality than last year. The acreage in meadow has been decreased steadily during the last five or six years and now this district does not raise enough for local consumption.

The above applies also to Clover hay, as there is not enough of that grade raised to supply the demand throughout the year. As a rule the local Clover crop is consumed by December 1.

There has been a considerable increase in the acreage of Alfalfa and central Illinois is now raising almost enough Alfalfa to supply its own consumption. If the quality of Alfalfa were as good as the western grades, there would be no western hay shipped in whatsoever, but on account of the difficulty of curing Alfalfa under our weather conditions, the majority of the Illinois Alfalfa is No. 2 or poorer. There will be an increase of 20 per cent in Alfalfa production this year.—Horace Clark Milling Company, Peoria. Letter of June 9.

#### CLOVER PROSPECTS GOOD

The growing condition of crops in this vicinity could not be better. Corn is a splendid stand and clean. While a little shower would help still we are not suffering for rain. Wheat never looked better and we never had a better prospect for Clover crop. The one dismal feature is oats and they could not look worse, and there may not be any oats at all. The crop is short, thin and very, very weedy. However, under these conditions we sometimes raise a good crop of oats. The acreage is much smaller than last year. Corn acreage is larger and



the wheat acreage is a little smaller and there is little or no barley and rye.

We believe we will have the largest Clover crop we have ever harvested. If the farmers make hay soon, we should have a big crop of Clover seed this fall.

The writer just returned from a trip to Madison, Ind., and south of Greensburg, Ind., found a good deal of wheat badly infested with fly and saw fields that had been totally destroyed and looked as though they had been cut. From there on down to the Ohio River, we found evidence of fly in almost every field.

However, we believe wheat is so near ready to cut that there will be little damage done to it in this part of the country.—*Goodrich Bros., Hay & Grain Co., Winchester, Ind. Letter of June 8.*

## BEST IN 20 YEARS

The crop conditions for the growth of hay through northern Minnesota and Wisconsin are excellent. The Clover that was frozen out a year ago has come up and is showing a wonderful growth. During the past 20 years I have never known of the prospects to be as encouraging for a big crop of hay as they are at the present time. If the Northwest is favored with a reasonable amount of moisture during the next three weeks I predict that it will be a record-breaking crop that will be harvested in July.

The hay market is more active for this season of the year than it has been for a number of years. This is caused principally on account of the large number of horses working on road improvements throughout the northern part of Minnesota and Wisconsin. The city trade is also using more hay than for several years on account of many doing away with automobile deliveries and again using teams.

No. 1 Timothy is holding firm at \$21 to \$22 and No. 2 Timothy or No. 1 Mixed Timothy selling at \$1 to \$2 lower according to quality.

Prairie hay is slow sale at irregular prices on a basis of \$17 to \$18 for No. 1 Prairie and \$14 to \$15 for No. 2 Prairie.—*White Grain Company, Duluth. Letter of June 7.*

## HAY AT ST. LOUIS

BY S. F. LARRIMORE

Receipts of hay during the past few days have been exceedingly light. The quality of the offerings have been mainly medium grade Timothy and Clover Mixed, with light receipts of Alfalfa and Prairie. The Timothy hay market is strong on Standard and No. 1 which is in excellent local demand, and very light offering. The trade here is looking for supplies of the better grades of Timothy but are passing up the No. 2 and lower grades. There has been but little shipping outlet. Continued strong prices on the better grades of Timothy are looked for.

Light Clover Mixed is steady on good No. 1 light mixed, which is in scant offering and urgent local demand; on the other hand the medium and lower grades are dull and slow and the demand is very limited. Heavy Clover Mixed is quiet but steady, with a fair inquiry for good Bright Heavy Clover Mixed, but the lower grades are dull and difficult to sell. Prairie hay is steady with a good demand for No. 1. The lower grades are dull. Pure Clover Hay is steady on the better grades, but here also the lower grades are not wanted. Alfalfa hay is quiet, the demand being almost entirely for the better grades. There is practically no demand for the lower grades of any kind of hay at present.

## HAY STRONGER IN NEW YORK

BY C. K. TRAFTON

While the net changes in hay prices in this market were mainly inconsequential during the past month there has been frequently a stronger undertone. Indeed, it may be asserted that there has been greater buoyancy than generally anticipated and particularly, of course, by the buying element. As a matter of fact, receipts have been surprisingly light, causing much disappointment to many buyers. It was supposed by many that receipts would show enlargement because it was imagined that farmers would make large deliveries as soon as their spring work had been completed and particularly as the weather had been so favorable for the crop.

Much of the time there was a beneficial rainfall over a large area and with the temperature moderately low for the season it was the consensus of opinion that the crop had attained healthy and vigorous growth. Notwithstanding the facts described, farmers as well as country shippers have shown little inclination to make shipments which caused some astonishment among numerous dealers. Truth is, it was generally imagined that farmers had been holding back a material part of their surplus but evidently this presumption was erroneous, for recent reports from authentic sources indicate that in most instances farmers holdings have been reduced to a low plan.

It would seem evident that consumption of hay

in small or interior markets has been fairly large, much larger in fact than in this and other big cities. It was worthy of note at this juncture that for several weeks the bulk of the hay arriving has been of common or inferior quality, only a small percentage being choice, and this naturally convinced many sagacious dealers that farmers had already marketed all of their good grades, and hence had little or nothing to ship excepting the inferior qualities. As I have often stated in previous reviews, it is exceedingly poor policy to ship poor trash to this or any other large market because it is not wanted and hence cannot be sold excepting at extremely low figures, and consequently there is not enough obtained to more than pay freight and other charges. It seems necessary to repeat that it would be far better for the farmer to throw such trash on the manure heap, partly because it would save him and everyone concerned much irritation and dissatisfaction.

Under the circumstances it is, of course, not strange that there has been much irregularity and unsettlement, wide differences of opinion prevailing anent values. This, of course, has been particularly true in the case of low grades, which have occasionally been virtually unsalable. Manifestly, therefore, the breach has been notably wide between poor grades and choice Timothy or Light Clover Mixed. For a long time distributors and local dealers had been bidding \$32 for No. 1 Timothy in large bales, but recently the offerings were so meagre that they were compelled to pay \$33. On account of this fact almost all buyers have been compelled to give much more attention to No. 2 Timothy, which has sold at \$31 to \$32 in large bales and the same price for light No. 1 Clover Mixed.

Many experienced and shrewd receivers believe that these prices will obtain until new hay begins to arrive. Afterwards they look for a recession. This seems plausible partly because it is realized that hay has recently been commanding higher prices relatively than other feedingstuffs such as oats, millfeed, etc.

Trade in straw has been decidedly slow, although there was a fair inquiry for No. 1 long Rye. It was plainly evident that the inactivity was largely traceable to the remarkably insignificant supply and resultant high prices asked.

## HUBAM CLOVER

Not since the introduction of Alfalfa in this country has there been so much excitement over an agricultural innovation as that produced by Hubam Clover. And the strongest claims made for Alfalfa were moderate indeed compared with those put forward by the advocates of this new forage plant and soil regenerator. Ex-governor Lowden of Illinois, for instance, whom none will accuse of making thoughtless remarks, and who is a scientific farmer besides, says that if half the reports of Hubam are true it is the most revolutionary crop and means more to agriculture in the corn belt than any one thing that has been discovered in his life time.

But this is faint and conditional praise compared with the eulogiums that others have pronounced on Hubam. The *Rural New Yorker* calls it the most useful material crop ever produced. The *Breeder's Gazette* says it ranks in potential importance with corn and wheat. Other journals declare that it will revolutionize the rotation of crops in the corn belt by shortening the rotation one year. It has been called a "free nitrogen factory," the "sensational of the decades;" and one enthusiastic believer who seems to have had in mind the production of honey from Hubam, declares it is the "greatest plant which God in His all-wise providence has given to His children." H. A. Wallace, W. G. Eckhardt and other authorities all speak in terms of the highest praise as to what Hubam will do as a forage plant and nitrogen producer.

Hubam was discovered by Prof. H. D. Hughes of the Iowa Agricultural College at Ames, Iowa. The discovery was made in 1916 while testing seeds from various sections of the country. Before the place of origin of the Clover was traced out, one man offered \$10 for six seeds. The only commercial supply of seed available in 1919 was sold out at the rate of \$960 per bushel, probably a record price for any agricultural seed. After four years, Prof. Hughes finally found that it came from Newbern, Alabama. It is supposed to have originated there 30 or 40 years ago. Its name, "Hubam," is not a very melodious combination of syllables from "Hughes" and "Alabama." The reason why the place of origin was not disclosed sooner was that the sample of seed which Prof. Hughes was testing when he made his discovery, was mixed.

Hubam is an annual White Sweet Clover or *mellilotus*. It reaches a growth from 6 to 10 feet high and is claimed to make a larger growth in 100 days than Red Clover or biennial Sweet Clover does in a year. In some locations two crops, a hay crop and a seed crop can be made the same season the crop is planted. Its value as a hay crop is of course due to its extraordinary growth. Its value as a green manure crop is due

to the same fact. Clover is the ideal soil renovator because it contains the nitrogen and the organic elements.

While Hubam has been widely tested and most reports of it are favorable, not to say enthusiastic, some adverse criticism has been voiced. The Ohio Experiment station's report is a case in point. The result of its experiments was the conclusion that it had no definite place in ordinary farm rotation. Further conclusions were that it does not outyield the biennial Sweet Clover; the hay from the biennial crop is of much better quality. It is a valuable crop for honey production as bees have been found working on it late in the fall when flowering plants of other species had ceased to bloom. Hubam Clover is as sensitive to acid soils as any other Sweet Clover. It also has a very shallow root system as compared with the biennial White Sweet Clover.

The new forage plant is thus far only at the beginning of its career. It may not succeed in fulfilling the promises of its friends in all localities but apparently it will be a big thing in a few years. And perhaps another Prof. Hughes may do something for the rank, weedy sweet clovers that have appeared growing wild of late years in many parts of the country.

## KANSAS CITY HAY

BY B. S. BROWN

Small arrivals and an improved demand were responsible for moderate advances in most grades of Timothy and Clover hay the past few weeks, while Alfalfa and Prairie, reflecting season dullness in inquiry, were inclined lower. Timothy was quoted steady to \$1.50 higher and Clover was up 50 cents to \$1.50. The better grades of Alfalfa were steady and other offerings declined 50 cents to \$1. Prairie hay was steady to 50 cents lower, No. 3 showing the loss. Packing hay showed as much as \$2 decline and straw was down 50 cents to \$1.

Receipts in May were only 1,042 cars, a decrease of 819 cars from the preceding month and about the same as a year ago. The 10-year May average is 1,991 cars.

The first car of new Alfalfa was received in Kansas City from St. Marys, Kan., on May 22, and nearly a dozen other cars were received the following week. The latter shipments were from eastern Kansas points also. Several local firms had bought hay in Oklahoma and New Mexico and ordered it shipped direct to the consumers in the South and Southeast.

Advices to local firms indicate that the color of the first cutting will be poor, due to excessive rains in Oklahoma. This will probably not be true of hay from Kansas.

Repairs are being made to the feed mills at Browerville, Minn.

A feed and flour store has been opened at Poteau, Okla., by C. D. Silver.

A feed and produce house is to be erected at Kalona, Iowa, for J. B. Kauffman.

The Colorado Alfalfa Milling Company has leased the Alfalfa mill at Crowley, Colo.

A feed business is to be opened at Danville, Ark., by N. M. Tidwell of Tidwell & Sons.

A feed, seed, and flour business has been opened at Cortland, Neb., for F. A. Maiwald.

The plant of the H. D. Pruitt Feed & Lumber Company at Smyrna, Tenn., has been enlarged.

A wholesale feed and flour store has been opened at Charleston, Ark., by Watts & McGarry of Obark, Ark.

The Hudspeth Feed & Poultry Store at Athens, Ill., has been purchased by William and Alfred Mason.

A wholesale feed store 84x100 feet is to be erected at Andrews, N. C., by W. T. Holland and Lee Watkins.

The Grain Belt Mills Company is enlarging the poultry feed department at St. Joseph, Mo. It cost \$20,000.

Improvements are being made to the plant of the Dairyman's Feed & Supply Company of Los Angeles, Calif.

A Globe Combination Truck and Wagon Dump has been installed in the Sedgwick Alfalfa Mills, Sedgwick, Kan.

The distillery at Chattanooga, Tenn., has been remodeled by the Lookout Milling & Grain Company into a feed mill.

J. C. Fulde is sales manager of the Clover Leaf Milling Company of Buffalo, N. Y. He for 31 years had been associated with the Quaker Oats Company.

The Scott County Milling Company is erecting a feed mill at Sikeston, Mo., with capacity of eight carloads of ground Alfalfa and pea hay per day.

The Riverside, Texas, plant of the Smith Bros. Grain Company has been leased for a period of five years by the Universal Feed Mills. The company will manufacture a line of mixed feeds. The contract has been let to the Jones-Hettelsater Con-



## GRAIN TRADE PATENTS

Bearing Date of April 18, 1922

Agitating feeder.—Jolly L. Morris, Crafton, Pa., assignor to Morris Automatic Scale Company, Pittsburgh, Pa. Filed June 4, 1921. No. 1,413,345.

Grain door for railway cars.—Edward Posson, Chicago, Ill., assignor of one-half to Frederick C. Maegly, Chicago, Ill. Continuation in part of application Serial No. 101,798, filed June 5, 1916. This application filed January 18, 1918. No. 1,413,354.

Grain distributing device for elevators.—Samuel P. Stump, Morrison, Ill. Filed January 5, 1921. No. 1,413,505. See cut.

Claim: In a device of the class described, a distributing head having a series of openings arranged in circular form in the bottom thereof, a plate having a single opening adapted for registration with any of the openings first named, the center of the

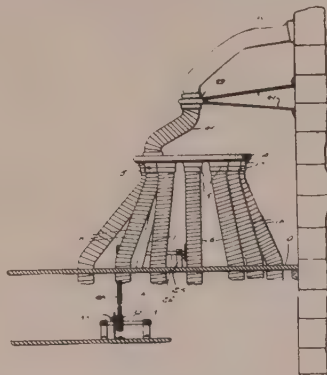


plate being in axial alignment with the center of the circle defined by the series of openings in the bottom of the distributing head, and a flexible spout in communication with the opening in the plate.

Bearing Date of April 25, 1922

Bean picking machine.—George L. Crippen, Mount Pleasant, Mich., assignor to Crippen Manufacturing Company, Mount Pleasant, Mich., a corporation of Michigan. Filed July 27, 1920. No. 1,413,969.

Bearing Date of May 9, 1922

Grain bin.—Francis R. Edwards, Jacksonville, Fla. Filed August 20, 1920. No. 1,415,816.

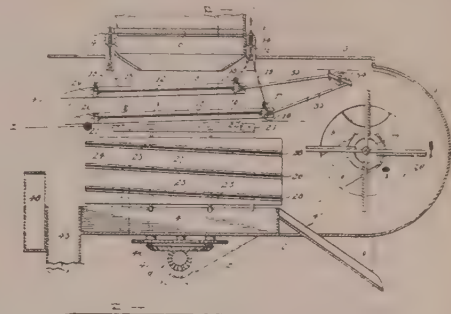
Grain car door.—Arthur Coulson Watson, Sarnia, Ont., Canada. Filed May 5, 1921. No. 1,415,746.

Wild pea separator.—Charles L. Palmer and John R. Hollister, Sleepy Eye, Minn., assignors to Rollemout Manufacturing Company, Sleepy Eye, Minn., a

corporation of Minnesota. Filed October 22, 1921. No. 1,415,610.

Grain separator.—Dmitro Hryniewich, Livermore, Pa. Filed May 11, 1921. No. 1,415,568. See cut.

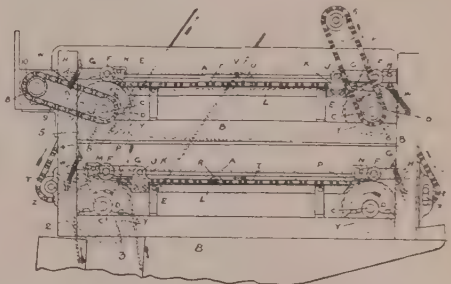
Claim: In a grain separator of the type described, a casing, a feed hopper for the upper end thereof, a set of screens within the casing arranged beneath the hopper, means for moving the set of screens in a



circular path, said means including perpendicular side plates for removably supporting the screens, vertically disposed crank shafts carrying the side plates, and means for rotating said crank shaft.

Apparatus for cleaning and separating seeds, grain and the like.—Frederick M. Dossor, Doncaster, England. Filed October 4, 1920. No. 1,415,811. See cut.

Claim: A sieve apparatus for cleaning and separating seeds and the like of the type aforesaid, comprising a frame, escalloped wheels on the frame having rounded or comparatively shallow scallops; pivoted



lever arms on the frame carrying a small roller engaging said scallops, pins or trunnions upon the sieves resting in slotted bearings in said arms, gears on the frame and driving chains to impart motion to the sieves.

## TRANSPORTATION

### OLD BILLS OF LADING STILL GOOD

Official announcement has been made that the time limit for the use of old bills of lading has been extended from July 1 to and including December 31, 1922.

### BAD ORDER CARS

The semi-monthly statement of the car service division of the A. R. A. on revenue freight cars in bad order shows that as of May 15 the total number of bad order cars was 334,108, or 14.7 per cent, as against 14.4 per cent on May 1. The total cars on line was 2,271,998. Of the total bad order cars, 263,665 were in need of heavy repairs. Box cars in bad order numbered 161,530, or 15.7 per cent, as against 15.4 per cent on May 1.

### NEW RATES, OKLAHOMA TO TEXAS

New rates from Oklahoma points to Texas have been established by the Interstate Commerce Commission, to apply on grain, grain products and hay. The rates are based upon mileage scales. The scales are not the Shreveport extended nor yet made in exact relation to the class rate scale prescribed in the Memphis-Southwestern case. They were made to meet the objections raised and shown to be well grounded, when it was proposed to use the scales prescribed in the cases mentioned.

### REVENUE FREIGHT LOADING

The number of cars of revenue freight loaded in the week ended May 27 was 821,121, an increase of 28,662 over the loading of the preceding week, according to the weekly report of the car service division of the American Railway Association. In the corresponding weeks of 1921 and 1920 the loadings totaled 795,335 and 898,169, respectively.

Coal loading increased from 81,967 in the week ended May 20 to 91,370 cars in the week ended May 27. Were it not for the decreased coal loading on account of the strike, the loading in the week ended May 27 would have been approximately 911,121

cars, taking normal coal loading for this period of the year at about 180,000 cars.

The total of all roads for the week ending May 27 and the corresponding week of 1921 was as follows: Grain and grain products, 45,712 and 46,601; live stock, 29,502, and 28,077; coal, 91,370 and 165,611; coke, 8,851, and 5,531; forest products, 64,020 and 51,728; ore, 23,871 and 28,424; merchandise, L. C. L., 247,331 and 218,581; miscellaneous, 310,464 and 250,782; total, 1922, 821,121; 1921, 795,335; 1920, 898,169.

### BILLS MUST BE SURRENDERED

To satisfy complaints that some "order notify" shipments are being delivered without surrender of bill of lading, the Interstate Commerce Commission has served the following notice:

Supplement 17 to Consolidated Freight Classification No. 2 contains the following provision: "The carrier of this original order bill of lading properly indorsed shall be required before the delivery of the property."

The Commission has information that many carriers are not observing the above tariff provision and that certain of those carriers have filed with the Commission circulars, or in some instances exceptions to the classification, which provide that the property will be delivered without surrender of the order bills of lading upon execution of an indemnity bond or upon delivery of a certified check. These circulars and exceptions to the classification are inapplicable to freight moving under tariffs not subject to said exceptions to the classification, and any carrier which permits the delivery of such traffic to the consignee thereof without the surrender of the order bill of lading violates the provisions of section 6 of the act.

The provision requiring the surrender of the bill of lading before delivery of the freight, was placed in the bill of lading and filed with the Commission by the carrier, although the Commission's opinions and orders in the bill of lading cases did not require any such provision.

If circumstances and conditions justify the delivery of freight before the surrender of the bill of lading, appropriate provision should be made therefore in the Consolidated Classification. Until such change has been made in accordance with law, practices at variance with published tariff provisions must cease.

struction Company for remodeling the plant and for the erection of the addition in which the feed plant will be installed.

D. Kritzer and M. M. Stanley have incorporated at Richmond, N. Y., as the Atlantic Flour & Feed Company. Its capital stock is \$20,000.

The feed store at Guilford, N. Y., has been purchased by B. L. Fleming from Barnett-Conklin Company. Possession is to be given September 1.

C. A. Hobart, F. F. Root, H. A. Sisley and A. G. Birrell have incorporated at Kinsman, Ohio, as the Kinsman Feed & Supply Company. Its capital stock is \$500.

The plant at Abilene, Kan., which the Denver Alfalfa Milling & Products Company of Lamar, Colo., took over from the Wood Alfalfa Products Company is being overhauled.

The Fayetteville Mercantile Company of Fayetteville, Ark., has purchased mill property and trackage there with view of adding feed and flour mill to its grain and hay business.

The stock of A. C. Dittlinger at Cape Girardeau, Mo., has been purchased by the Albert Withers Flour & Feed Company of that town. Business has been moved to a new address.

The name of the Nebraska Alfalfa Milling Company of Omaha, Neb., has been changed to that of the Missouri Alfalfa Milling Company. Its capital stock has been increased to \$150,000.

John Cramp has given up his position with the I. B. Swanson Company of Minneapolis, Minn., as secretary-treasurer. He is dealing in millfeeds on his own account through this company.

The business of the Hogan Bros. at Pleasant Hill, Mo., known as the Pleasant Hill Wholesale & Feed Company has been purchased by Clare Phillips. The entire stock has been moved to the Phillips Store.

A site of ground on the Soo Line tracks at Fond du Lac, Wis., has been purchased by the Boulay Bros., feed and flour dealers of that place. They are planning the erection of a large mill house and shipping room.

The feed business of J. M. Strisnider of Waynesburg, Pa., has been sold by him to Grover C. Hughes, who has taken charge. Mr. Strisnider purchased the business seven months ago from H. H. Hughes & Son.

The creditors of the Washco Alfalfa Mill at Nebraska City, Neb., bought the plant for \$16,000. The creditors included the Rix Bros. Mr. Rix said the building would be put into operation for manufacturing Alfalfa products.

In our last issue we stated that the M. O. Drumm Company had purchased a feed and flour business at Newark, Ohio. This was incorrect; J. A. Black & Co., have been conducting the feed business there, formerly owned by the Drumm company, since 1920.

The F. V. Surrey Farmers Co-operative Association of Cloverdale, B. C., is building a very complete feed mill and grain cleaning plant, installing the very latest equipment for that purpose. The J. J. Ross Mill Furnishing Company is supplying the entire plant.

H. Dusenbery & Co., of New York City, an old time hay firm, have discontinued business. H. Dusenbery & Co. entered the hay business in 1878 and the business was continued at the same address, 90 West Street, until a few years ago when it was relocated on 120 Liberty Street. In 1902 Joseph Warren Dusenbery and Frank D. Dusenbery succeeded the original firm and continued under old name. Since Joseph W.'s death in 1912, Frank D. Dusenbery has continued the business.

A complete feed mill has been installed by the T. C. Power Company at Helena, Mont., in its elevator. The installation includes a double runner attrition mill, manufactured by the Diamond Huller Manufacturing Company; two pairs rollers, manufactured by Strong-Scott Manufacturing Company; mixing and blending machinery; scalper; Ames Scarifier; grain cleaner, of A. T. Ferrell Company make; Richardson Oat Separator. The elevator has been rebuilt and eight new bins added. A 25 horsepower electric motor will run this machinery.

The Brown & Oglesby Cash Feed Company of Little Rock, Ark., announces the following changes in its organization effective July 1. The name will be changed from Brown & Oglesby Cash Feed Company to Brown-Pearson Grain Stores as J. B. Pearson, a capitalist of Little Rock, has purchased in the company and will be actively associated with the company on and after July 1. The company will have its general offices in its commodious, fireproof warehouse. Its plans are to install an elevator and in addition to operating a chain of retail feed stores will do a mixed car business. The firm's authorized capital stock is \$200,000. They handle all kinds of feedstuffs, flour and hay in carloads. They are now operating nine retail feed stores, and contemplate putting in some 25 or 30 more within the immediate future. The personnel of the firm is Walter Brown, president. J. F. Weinmann, vice-president; J. B. Pearson, secretary and treasurer.



## COAL

### PLENTY OF COAL

There is plenty of bituminous coal in the country for everybody for the current month at least. It was declared recently at the White House. Pointing out that there is a continuing slight increase in coal production, officials declared no new emergency or crisis was threatened by the continuing miners' strike.

In explanation of Secretary Hoover's efforts to establish protection against runaway price increases in coal, it was said that the Government so far was attempting only moral suasion.

### IMPORTANT COURT DECISION

An important decision involving aspects of production under certain conditions was handed down recently by the West Virginia Supreme Court. The decision reverses the finding of the Circuit Court of Kanawha County and remands for another trial the case of the Fayette-Kanawha Coal Company against the Lake & Export Coal Corporation of this city. In the lower court a verdict against the Lake & Export concern was given. Breach of contract was claimed in the original suit, the amount of tonnage which should have been delivered being involved. The suit was for \$150,000, but the jury, under peremptory instructions, found a judgment of \$64,000 for the plaintiff. There was involved in the dispute the output of two mines near Montgomery, W. Va. It was the contention of the plaintiff that the mines could have produced more coal than the Lake & Export Coal Corporation actually bought. As to this contention the appeal court held that the output can be estimated only by the actual capacity of the mine or mines at the time the contract was made and the question of what the mine or mines at the time the contract was made and the question of what the mine or mines could produce through the installation of more machinery was not to be taken into consideration.

### COAL PRICE CONFERENCE

Secretary Hoover announced on June 1: I believe that the whole of the coal districts in Virginia, West Virginia, Tennessee and East Kentucky will accept the fair maximum of \$3.50 per ton for run of mine spot coal. The Alabama field accepts the lower scale as previously announced.

The operators in the west Kentucky fields do not feel that they can agree to a lower price than \$4.25. I have not felt that I could recommend this price to the consuming public and the matter is, therefore, under further consideration. They feel that their costs have increased materially beyond the increases in other fields. On the other hand my present feeling is that they should in the general interest adhere to the maximum accepted by the majority of the operators in other fields.

We have not yet dealt with problems west of the Mississippi River.

It should be understood that the whole of the Administration's interest in coal prices is to protect the consumer by indicating the maximum price that would be fair for spot coal during the temporary period of the strike, and by doing so, to protect that great group of operators who do not wish to take advantage of the present situation.

Out of the 5,000,000 tons of weekly production of bituminous coal probably 3,500,000 tons are under long term contracts to consumers at prices stipulated in the contracts, and there can be no alteration of these contract prices which, as a rule, run considerably below prices for spot coal, as they represent a steady business to the mines. The suggestion of a maximum fair price relates solely to spot coal. Many coal dealers enjoy long time contracts at lower rates, and it would be only fair to the public that, in the resale of this contract coal, these dealers should give the customer the full benefit of their lower prices; and I feel sure from my discussions with them that the majority will do so.

In order to prevent the resale of coal for speculative purposes, it is most desirable in the interest of the consumer, operator, and wholesaler that the operators and dealers should insist upon knowing that purchases are on behalf of a definite consumer.

The maximum price for spot coal is not the minimum price. It is only a general figure that will protect the public from such occasions as the last pinch, when spot coal in many places went to over \$10 per ton. In arriving at the figure, the Garfield scales were taken as a basis, as these scales were the result of close investigations during the war, and allowances have been made for increased costs and a general average of the situation taken that would protect the public and maintain production. The maximum price includes customary selling commissions which were established separately in the

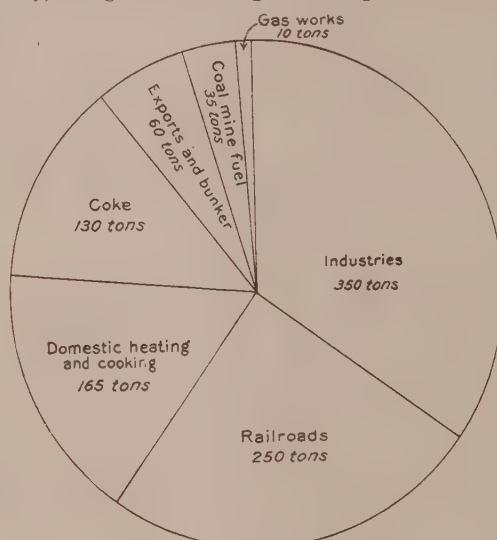
Garfield scale and the operators are recommended to use the wholesale agencies thus promoting direct movement to the consumer.

In these circumstances some minor proportion of the mines will make considerable profits; some minor proportion of them will under these circumstances earn nothing; and in some cases of low cost producing mines, the operators have already notified their consumers that they will continue to supply them at lower rates than the maximum. What we are endeavoring to prevent is a panic in prices such as took place at the last coal pinch.

Every consumer who is interested in knowing that he gets a square deal can easily check the freight rates, can compare them with the maximum price, can inquire from his dealer whether he is buying contract coal, and at what rate, and can make proper allowances for retail distribution. If consumers are unwilling to take this degree of interest in negotiating for coal it is a certainty that no one can help them. I believe the vast majority of operators, wholesalers, and retail dealers sincerely wish that this difficult occasion shall pass by without any rightful criticism of their conduct anywhere along the line. I regret that a small minority have refused to co-operate and are demanding higher prices. The Government has no authority in the matter for this is purely a moral question and one of co-operation. The consumers who are not treated fairly may appeal to this Department in Washington and their case will be inquired into.

### THRIFT IN COAL

In an address made some time ago before the American Iron and Steel Institute of New York City, George Otis Smith gave some pointers which



WHAT BECOMES OF YOUR COAL

are still of value to the consumer and dealer of coal. His address in part was as follows:

Roughly speaking, 1,000 tons of coal is what a mine worker mines in a year—the measure of what he contributes to the world's work and well being. This human measure of 1,000 tons also has the advantage of being easily visualized, as a short train load (20 cars) of coal on its way to serve the varied needs of the consumer, and in our brief review of the subject we may well first note what are these needs—the principal uses of coal, among which this unit of 1,000 tons is divided. See Figure.

The figures given herewith were compiled in 1920. How to save coal on a country-wide scale is the question. Waste that can be seen only as a theoretical proposition does not appeal with the same force as waste that writes itself in red figures; and now that coal is no longer as cheap as dirt but has taken on the dignity that comes with high prices we naturally begin to think of careful use.

The statistics of fuel consumption show that the average steam plant, which is a small one (about 200 hp.), uses eight times as much coal as is necessary in the largest central stations. If to this initial saving of seven pounds of coal out of eight at the large electric power station are added the possible savings on the railroad and at the mine, the ratio between present average practice and present best practice becomes nearly 12 to 1. Even if this indictment of waste is discounted one-half, the power users of this country stand convicted of almost criminal negligence, for cheap power and plenty of it provide the only way to retain America's industrial leadership. For this reason both labor and capital are vitally interested in the power supply.

Data supplied by the Bureau of Mines gave a comparison of the amount of coal used to produce 1,000 h. p. hours in "average" and "best" practice. In the "average" the total amount used was 15,700

pounds; in the "best" 1,320 pounds. The amount lost or consumed in mining in the first was 4,970, in the second, 80; lost or consumed in transit in the first, 730, in the second, 40; burned without useful result (includes all plant losses), in the first 9,400, in the second, 600; required to develop 1000 h. p. hours in theoretically perfect steam plant in both cases was 600.

The fact that more than half of the world's coal reserves are believed to lie within the territory of the United States has led too many into unwarranted optimism. The total tonnage involves strings of figures hard for us to comprehend, but the tonnage remaining in the producing fields of the East is so limited as to compel us to foresee their exhaustion.

### HOOVER FIXES MAXIMUM PRICE FOR BITUMINOUS

Following his conference with 500 operators, Herbert E. Hoover, Secretary of Commerce, announced what he regards as fair maximum price for bituminous coal at the mines. These prices are being made public as rapidly as Secretary Hoover is able to consult with committees from the various districts appointed to advise with him as to conditions. Some of the prices are higher than Garfield War Time Scale, which is being used as the basis for all prices, and some are lower. Prices announced for the smokeless coal districts of West Virginia and for Kentucky and Tennessee districts are above the Garfield scale, while the maximum for the Alabama district is below the Garfield scale.

The chairman of the districts as appointed are: Southern West Virginia Smokeless Coal Committee, E. E. White, Glen White, W. Va.; Hazard, Ky., District; E. L. Douglas, Cincinnati; Harlan, Ky., District; R. C. Tway, Louisville; Alabama District, S. L. Yerkes; Southern Appalachia District, E. C. Mahan, Knoxville, Ky.; Kanawha District, C. C. Dickinson, Charleston, W. Va.; Logan County, W. Va., District, A. J. King, Huntington, W. Va.; Utah District, M. Heiner, Salt Lake City.

These prices apply only to spot coal and there will be no alteration on contract prices, said Secretary Hoover.

Following this announcement Chicago coal retailers demanded that the Senate rescind these prices.

The retailers, headed by L. W. Ferguson, president of the Chicago Coal Merchants' Association, and Homer D. Jones of the National Retail association were in Washington at the invitation of Secretary Hoover. After conferring with the secretary Monday and failing to persuade him to lower the maximum price of \$3.50 a ton, which he had fixed a week ago as the highest price which the non-union operators of West Virginia could charge for strike mined coal, they went before the senate.

To conduct a retail coal, grain, and hay business, the firm of J. A. Lambert has been incorporated at Montreal, Que.

A new warehouse and coal storage sheds are to be built at Griggsville, Ill., for the Griggsville Farmers Elevator Company.

The capital stock of the Farmers Lumber & Grain Company at Garrison, Iowa, which sells coal, grain and lumber, has been increased to \$35,000.

The Lorimer, Iowa, yard of the Armour Grain Company has been purchased by the Hunter Lumber Company which will handle coal, lumber and grain.

All the stock of the Mt. Vernon (Ohio) Hay Company has been purchased by George Lazear who is now operating the business, dealing in coal and hay.

The coal sheds, and lumber business, and the grain elevator of the Farmers Co-operative Company, Cornell, Iowa, have been sold by its assignee, F. R. Barlof.

A coal handling and storage plant is being completed at Blanchester, Ohio, for the Dewey Bros. Company. It consists of six concrete stave bins 14 feet inside diameter, and 40 feet high.

The name of the Kolstedt Lumber & Coal Company at Monee, Ill., has been changed to that of the Monee Grain, Lumber & Coal Company. The firm has also absorbed the coal and grain business of August F. Schwieson.

Kaar & Fishel of Princeton, Ill., have been dissolved. The company for 20 years conducted a coal, oil and feed business. In the future the business will be operated as W. A. Fishel & Son. Paul G. Fishel has bought Mr Kaar's interest.

THE United States spent \$600,000,000 for roads in 1921, according to estimates of the Bureau of Public Roads, United States Department of Agriculture. This sum was derived from the following sources: Local road bonds, 33 per cent; county, township, and district taxes, assessments, and appropriations, 14 per cent; state taxes and appropriations, 12 per cent; state road bonds, 7 per cent; motor vehicle license revenues, 19 per cent; Federal aid, 14 per cent; and miscellaneous sources, 1 per cent.



## FIELD SEEDS

(Continued from Page 893)

of the past two years were below the prewar average. The total quantity imported during the 10 months ending April 30, 1922, was 3,322,100 pounds compared with 2,947,100 pounds during the 10 months ending April 30, 1921, and with 5,565,900 pounds during the year ending June 30, 1921. Imports normally are heaviest from May 1 to September 30 inclusive.

## SEEDS AT MILWAUKEE

BY C. O. SKINROOD

The monthly report showing the May seed movement in Milwaukee indicates largely the usual showing,—heavy shipments, as would be expected and light receipts. The receipts of Clover seed for the past month, according to the report of the Chamber of Commerce statistical department, were 193,545 pounds as compared with 20,007 pounds received for the corresponding month a year ago. The shipments of Clover seed on the other hand for the past month were no less than 1,015,723 pounds as compared with 802,205 pounds shipped in the same month of 1921. Shipments of Clover seed were about 25 per cent heavier than a year ago, indicating the brisk nature of the trade at the close of the planting season. Shipments of Clover seed in May, 1922 were between five and six times as large as the receipts in May, 1921.

The receipts of Timothy seed in the past month at Milwaukee were 425,762 pounds as compared with 527,240 pounds for the corresponding month a year ago. Receipts were therefore a little less than those of the preceding year. Shipments of Timothy seed, however, for the past month were 814,534 pounds as compared with shipments a year ago of 133,786 pounds. Shipments of Timothy seed were therefore fully six times as large as those of last year, indicating the exceptional volume of the movement. Shipments for the past month were also twice as large as last year.

Special bulletins have been sent out by county agents of agriculture in Wisconsin urging farmers not to buy or plant Hubam, the annual Sweet Clover, as it is not a success in Wisconsin according to Prof. R. A. Moore of the department of Agriculture of the University of Wisconsin. The failure of the Clover and Alfalfa in many parts of Wisconsin this year, it is feared, will lead many farmers to buy the high priced Hubam seed as it has been very widely and extravagantly advertised this season.

These bulletins warning farmers against Hubam also state that after a trial of three years at the Wisconsin experiment station, Prof. Moore has found the crop to be of little value. When planted in the field, he found it made very poor hay, as it was rather coarse and stemmy and the weeds also grew abundantly in it. For an emergency hay crop, Prof. Moore advises soy beans or Sudan grass, or a combination of the two. Under no conditions, buy the high priced Hubam seed, is Prof. Moore's parting shot of warning.

The Milwaukee seedsmen generally report that the late trade in seeds has been highly satisfactory, with even more buying than might be expected at the close of a busy season. Trade now has settled largely into the rut of midsummer dullness where there is little movement of any sort and dealers are now concentrating their attention on the prospects for the next crop of seeds.

This is a dull season in all lines of seed trade,

according to the Milwaukee Seed Company, the exception to this dullness being in Sudans and Millets which is only natural at this time of the year. The company reports that its trade late in the season was very good, especially in the forage and late sown crop seeds. The Milwaukee Seed Company reports that the Red Clover and Alsike crops are coming along better than expected in the early estimates. Reports to the company from Ohio and Indiana indicate that the Red Clover looks excep-

tionally well, but Timothy in Iowa is not progressing very favorably.

The company reports further that the Timothy market has been stronger in the last few days and that prices now range from \$5 to \$6.25. Red Clover market is said to be weaker with prices ranging from \$18 to \$21. Alsike is quoted from \$15 to \$18. The company adds that there is very little trade in these seeds now and that transactions are very largely the wind-up of a very busy sea-

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son. The company estimates that there is not a heavy carry over of seeds in any of the lines mentioned.

One of Milwaukee's most prominent seedsmen, Sidney G. Courteen of the Courteen Seed Company is making a tour of Great Britain and will not be back until the close of July, or early August.

The Kellogg Seed Company says that the reports of severe winter killing of Red Clover and Alsike have come in, these reports coming especially from the southern portion of Wisconsin. However, these have not been verified as yet. The company says that undoubtedly the recent rains have been valuable and that the outlook is bright for an average crop in this state.

The L. Teweles Company also refers to the heavy rains in Wisconsin recently which have undoubtedly been of very great help in rescuing the seed crop. However, it is believed that these crop damage rumors have been highly magnified and that the actual yield will be found close to the average. Mr. Teweles reports good late sales of Millet, seed corn and Sudan grass.

The North American Seed Company has gone to especial pains to get the truth of the seed crop outlook and to learn whether all the talk of damage and crop failure really has some substantial foundation. Their verdict is that with favorable weather from now on for the rest of the season, much of the damage will be overcome and the yield should be close to an average. This means, the company says, that yield will be close to the amount produced last year.

Indications point to a better crop of White Clover than last year, the company adds. A correct line on Red Clover will not be obtained it is believed until after the first crop has been cut. A scarcity of Alsike is possible, the company asserts, if there should be bad weather the rest of the season. Otherwise the yield is expected to be a little under that of last year, due largely to the fact that the acreage has been cut down quite materially.

The optimistic report of the North American company on the seed situation is based on the fact that there has been little or no damage in the central and northern parts of Wisconsin where the bulk of the seed crop is grown. A good deal of winter killing in southern Wisconsin is readily admitted. Outside of the winter killing the growth of the crop is reported as excellent with crops fully as well advanced as they were last year for the same season.

The William O. Goodrich Company recently unloaded a consignment of flax seed brought from India. The shipment traveled 11,000 miles and the flax seed will be crushed in the Milwaukee plant. The Goodrich company frequently imports its raw material from many foreign lands, but this is the first time seed has been brought as far as from India. India is rated third in importance in the raising of flax, being exceeded only by Argentina and the United States. Practically all the flax seed received at Milwaukee is purchased and ground by the Goodrich company and it has an annual grinding capacity of 1,250,000 bushels.

## SEEDSMEN MAY STUDY IN GOVERNMENT LABORATORIES

Persons interested in learning the approved methods of testing commercial seeds are offered the facilities of the United States Department of Agriculture in Washington, without charge. Although the department does not pretend to conduct a seed school with outlined courses and classes, it has for a number of years permitted a few people to study in the Government seed-testing laboratories, and in July and August an expert in seed testing devotes his time to helping them.

Those who have taken advantage of the opportunity

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One No. 2 three-section Plansifter Scalper, 3 sieves deep, \$50.  
One No. 0 Barnard Rolling Screen, \$40.  
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[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

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nity in past years have been in most instances the sons of seedsmen or young men and women sent out by seed companies to learn the best methods that have been developed. The number taking up the work usually ranges from 5 to 15, and thus far the department has been able to care for all applicants.

These students become familiar with crop seeds, seed adulterants, weed seeds, and other foreign materials frequently found in commercial seeds. They are shown also how to make detailed analysis for purity and how to test seeds for germination. If a seedsman has a special problem arising out of the peculiarities of his business, he is given every possible aid in solving it. The department welcomes the opportunity to give those who know the commercial side of the seed business additional knowledge of its technical aspects. It is an effective way to improve the quality of seeds sold to farmers and, consequently, to improve yields.

Persons who contemplate taking up this work this season should plan, if possible, to start about July 1.

## RAISING SEED FOR HOME CONSUMPTION

Probably seed dealers have encountered objections from farmers as to why they shouldn't raise their own seed. The reasons set forth in a recent Government bulletin may be good sales points for the dealer when dealing with a farmer armed with such arguments. His fields may be foul with noxious weeds; soil, climatic, and other conditions on his farm may be unfavorable for seed production in a given year; altitude, latitude, or rainfall in his locality may preclude the production of a particular kind of seed in any year; he may be able to buy better seeds at a lower cost than can be produced in

his locality; he may find it more profitable to grow a crop for hay or forage purposes than for seed production; he may not have the facilities for harvesting, cleaning, curing, or otherwise preparing his seed for planting purposes; he may need seed of a crop that has not been grown by him for several years; and he may have to replant his fields either with the same kind of seed, his supply of which may have been exhausted with the first planting, or with seed of some catch crop.

## DIVERSIFICATION OF SEED-GROWING AREAS DESIRABLE

In order to take care of the increasing domestic and foreign demand and the falling off of imports of seeds during the World War, the acreage planted for seed purposes in old, proven localities was increased, and new areas of production were sought, particularly for the production of vegetable seeds, but to a much less degree for field seeds. Although some new areas were found to give better yields or seeds of better quality than did old areas, the expense of pioneering was often such a drawback as to discourage further increased production in many of the new areas.

However, it is apparent to many growers that certain kinds of seed may be produced in a number of places in this country, and that one of the best assurances against total failure of seed crops is the diversification of acreages as much as possible. At the same time it is realized that certain localities are better adapted for the production of a few kinds of seed than are other localities.

The seed business of Davis & Fine at Wilkes-Barre, Pa., is now conducted by Gallagher & Stevick.

Additional space has been secured by the Bryson-Ayres Seed Company, which is located at Kansas City, Mo.

The Springfield Seed Company has been incorporated at Springfield, Mo., and the company is capitalized at \$90,000.

An addition is to be built to the seed house of W. E. Dowd at Eureka, Kan. It will be 25 feet wide, 80 feet long and one story high. Additional space was needed to take care of the business.

Capitalized at \$200,000, the Quick Seed & Feed Company has been incorporated at Phoenix, Ariz. E. E. Quick and R. G. Baker are interested.

Capitalized at \$500, the Great Lakes Seed Company has been incorporated at Milwaukee, Wis. The incorporators are M. Malone, W. Lemborn and C. Ekle.

To deal in seeds, the Dean Seeds Company has been incorporated at Orlando, Fla., capitalized at \$12,000. James L. Dean is president; R. E. Dean, secretary-treasurer.

The Nearpass Seed Company has moved from 522 to 943 Sixth Street, San Diego, Calif. The firm does a general seed business and carries plants, bulbs, poultry, etc.

Property in Burlington, Iowa, has been purchased by the Dearborn Seed & Supply Company, which it will improve and occupy. The Dearborn company was organized in 1915 and has been operating steadily since then.

The J. G. Peppard Seed Company is to establish a branch office at Roosevelt, Utah, and erect a branch house there. Temporary offices have been rented and C. P. Peppard is in charge. The new building will cost \$60,000.

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